هكذامن الأجل

HE LEX COLU

Comm

eks a ro

FINANCIAL TIMES

No. 27,110 Thursday October 28 1976 **10p

NENTAL SELLING PRICES: AUSTRIA Sch.13; BELGIUM Fr.22; DENMARK Kr.3; FRANCE Fr.2.50; GERMANY DM1.70; ITALY L.400; NETHERLANDS Fl.1.75; NORWAY Kr.3; PORTUGAL Esc.17.50; SPAIN Pts.35; SWEDEN Kr.2.75; SWITZERLAND Fr.1.70.

NEWS SUMMARY

GENERAL

Centre poll in forecast Spain

est opinion poll ordered by Spanish Government sug- that the Christian ocrats, Socialists and Social ocrats would take nearly er cent. of the votes in a ral Election.

seems likely, writes Roger hews in Madrid, that the ervative and ultra right- groups would only account about 14 per cent., with the munists at around five per and a critical 24 per cent. e electorate undecided.

e Cabinet thinks that its titutional reform programme get through largely un- ed. This will enable the ng of a referendum with a ral Election next June.

anwhile, five people were ed when two bombs were d into the Moroccan em- y in Madrid. Two attackers ed under cover of machine- ire.

o senior Spanish Air Force rs have been suspended wing further investigations ockheed activities in Spain. and Page 4.

nd Crosland Geneva, plea

e eve of the opening of the esian conference in Geneva, an Nationalist leaders Mr. a Nkomo and Mr. Robert be repeated their request Mr. Anthony Crosland, gn Secretary, should e Mr. Ivor Richard in the

re, Page 6.

rrants issued Slater men

adition warrants issued at Street this week for the t of financiers Mr. Jim r and Mr. Richard Tarling name their former col- es, Mr. Donald Ogilvy Wat- Mr. Ian Tamblyn and Mr. ck Goodbody who are ht to be abroad and beyond diction of the warrants, but e extradition the Singapore rnment is also seeking. Page

se Sir James

ames Goldsmith, who re- l his knighthood in Sir d Wilson's controversial ment list, was dubbed by ueen at yesterday's investi- Later the Queen's Bench onal Court heard further ce in Sir James's proceed- n connection with the satiri- gazine Private Eye. Page 11

ter violence

s in West Belfast were ed in a spate of stone ing incidents yesterday. Army said the attacks were l at provoking more serious s. Young people and en were being used for erate and devious pur- ". Barricades of hijacked es appeared at numerous ons. In Springfield Road omen stoned the police .

efly . . .

Peter Parkes, 47, Grenadier s director of music, was guilty at a London court- l of four charges of theft ing unauthorised band per- ces. Sentences, which will ject to confirmation, are announced to-day.

Strathalmond, a former ing director of British eum, has died in London. s 60. Page 8

lichael Foot, Leader of the ons, has been discharged hospital after treatment for s.

ir Force is to send 84 F11 l fighter aircraft to Britain ear to boost Nato defences.

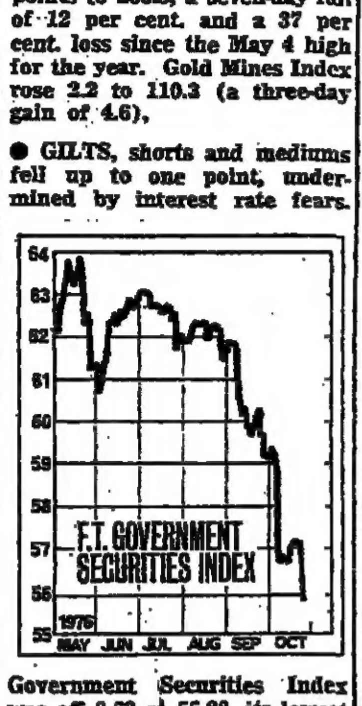
-boat hunter, Squadron A. I. Sladen of Basing- Hants, has left £472,900

BUSINESS

Equities down 8; gold index up 2.2

● **EQUITIES** fell sharply on political and interest rate fears. FT 30-share index dropped eight points to 265.3, a seven-day fall of 12 per cent. and a 37 per cent. loss since the May 4 high for the year. Gold Mines Index rose 2.2 to 110.3 (a three-day gain of 4.6).

● **GILTS**, shorts and mediums fell up to one point, undermined by interest rate fears.



Government Securities Index was off 0.63 at 55.88, its lowest since January, 1975.

● **GOLD** gained $1½ to $117¼.

● **STERLING** fell 1.37½ cents to its worst-ever close of $1.5762½. Trade-weighted depreciation widened to a worst-ever 48.1 per cent. (47.1). Dollar's narrowed to 2.38 (2.39).

● **WALL STREET** closed up 7.98 at 956.12.

● **BRITAIN** could be forced to protect its shipbuilding industry unless Japan is persuaded to cut its share of the world market, Mr. J. Graham Day, British Shipbuilders chief executive-designate, said. Back Page

● **MEXICO** refloated the peso which immediately slumped a further 24.9 per cent. to a record low of 26.50 to the U.S. dollar. Page 6

U.S. car strike fears grow

● **U.S. CAR** industry national strike fears rose when United Auto Workers said it had set a November 5 deadline on its pay negotiations with Chrysler. Page 6

● **AVERAGE** weekly earnings for men rose by £11 last year to a total £71.80 a week, Department of Employment figures show. Page 20

● **ENGINEERING** Employers Federation attacked the June White Paper which proposed 50-50 union control of pension funds. Page 20

● **ASSOCIATION** of British Travel Agents has dropped its recommendation to members on charging a standard 10 per cent. commission on holidays they sell. Back page

● **MR. ALFRED SINGER**, who was largely responsible for making National Giro profitable, has resigned as managing director two years before the end of his term. Back Page

● **QUILTER HILTON** Goodison, of which Mr. Nicholas Goodison, Stock Exchange chairman, is senior partner, is to merge with the broking firm of Hart Morris. Page 10

● **CEMENT** prices go up again next month.

COMPANIES

● **TRUST HOUSES FORTE** has arranged to repay a Sw.Frs.100m. loan, no wworth over £26m., some six months ahead of schedule. Back Page

● **SPILLERS** group pre-tax profits fell by £2.9m. to £5.68m. in the half-year

EF PRICE CHANGES YESTERDAY

s in pence unless otherwise indicated)

RISES

Hill Prop.	735	+ 15
(D.)	38	+ 7
y Secs. "A"	28	+ 3
Carrier	52	+ 6
sons	50	+ 4
Matheson	297	+ 7
larsters	159	+ 7
Real Prop.	132	+ 4
	648	+ 8
g	69	+ 4
ate	315	+ 25
tinental	850	+ 50
ntein Estates	£21	+ 1
heak	460	+ 20

FALLS

ry 9¾pc 1981	£82⅞	− 1⅛
y 15¼pc 1998	£95⅞	− ⅜
Harvey & Ross	235	− 25
BATs Ind. Dfd.	183	− 7
Bowater	122	− 10
Brook St. Bureau	26	− 4
Cater Ryder	135	− 15
Eagle Star	74	− 6
French (Thos.)	37	− 6
Gt. Portland Estates	148	− 7
GKN	203	− 9
Harrisons & Crosfield	375	− 37
Hawker Siddeley	336	− 10
ICI	256	− 7
Lucas Inds.	138	− 7
Midland Bank	200	− 7
Myddleton Hotels	50	− 10
Phoenix Assurance	132	− 12
Reed Intnl.	156	− 10
Tate and Lyle	192	− 7
Turner Mfg.	37	− 6
Union Discount	210	− 23
Vantona	57	− 5
Wheatsheaf	92	− 12
Shell Transport	354	− 6
Selection Trust	355	− 10

On a day full of rumours and denials . . .

Callaghan and his moderates rebuffed by Labour's NEC

BY RICHARD EVANS, LOBBY EDITOR

The Prime Minister and his moderate colleagues on the Labour Party's national executive committee received a damaging rebuff yesterday when a stormy executive meeting decided to back a lobby by 10 public sector unions on November 17 which will oppose any further cuts in public spending.

The decision, by 13 votes to six, will add to the Government's difficulties because the resolution is thoroughly opposed to all the Prime Minister and the Chancellor are trying to do. It calls for total opposition to all proposed cuts together with an expansion of social services.

In the afternoon, the Treasury was obliged to issue a formal denial that Mr. Denis Healey had resigned as Chancellor after wild rumours had gripped the City and foreign exchange markets.

The unprecedented Treasury denial—normally such rumours are simply ignored—followed a drop in Government bond prices and signs that the market was prepared to believe any rumour it heard, however unlikely.

Ministers, in an attempt to steady Labour MPs depressed at the lack of impact of Government policies, sought to deny unequivocally reports that there was a rift between the Prime Minister and the Chancellor.

It was stressed that although Mr. Callaghan had made little attempt to hide his irritation on occasions with the Treasury and the Bank of England, he supported totally Mr. Healey and the policies he pursued.

But, despite attempts to calm Labour Party fears of a damaging split at the top of the Government, morale on Labour benches is at a low point with MPs wondering whether Mr. Callaghan will be able to hang on to power until his policy of raising industrial productivity and curbing inflation comes to fruition.

The European Community seems likely to wait for settlement of Britain's loan from the International Monetary Fund before renewing pressure for a devaluation of the "green pound." Page 5

The significance of the NEC decision is that the Labour Left is pursuing successfully its policy of driving a wedge between the Government and unions. This is seen as the only way of forcing Ministers to adopt the alternative policy favoured by the Left of import controls and mobilisation of U.K. foreign investment.

The Premier clearly was irritated and upset by the militancy of the Left-wingers, particularly Mr. Ian Mikardo and Mrs. Barbara Castle, although he sought to keep cool. One moderate member of the executive committee claimed afterwards it was one of the most vindictive and unpleasant meetings he had attended.

After Left-wingers had harangued him for half an hour, the Prime Minister snapped that he knew three-quarters of the committee was antagonistic to him, but they should address their remarks through the chair. It was then that Mr. Mikardo remarked: "You must remember, Jim, you are not God."

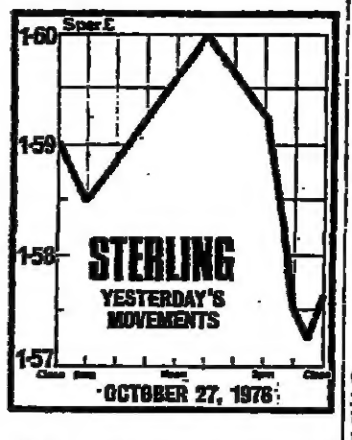
Mr. Callaghan stated bluntly that the resolution was not acceptable—the Government had a policy based on the social contract and it was sticking to it.

The Prime Minister left before the vote to attend a pre-arranged lunch and was heard to mutter that as the vote was already lost his absence would make no difference.

Earlier reports that he had stormed out of the meeting after tearing up his papers, were denied. Some papers were torn up but apparently not in anger.

Nevertheless, Mr. Callaghan clearly was intensely irritated by the Left-wing campaign

Continued on Back Page
Economic Viewpoint Page 23



Sterling at $1.5762½ after late fall

By Colin Millham

SPECULATION and nervousness were again rife in the London money market and the foreign exchange market yesterday. The spate of rumours, almost all of them officially denied, have left markets agitated, despondent and confused.

The money market is still suffering from a report in the Washington Post that Bank of England Minimum Lending Rate may rise to 18 per cent.

The pound was steadier for much of yesterday until the late afternoon, when news of the Labour Party National Executive resolution opposing Government spending cuts hit the market.

Sterling closed at $1.5762½—down 1.37½ cents on the day and a new "low."

In New York it fared better retreating only 8 points to close at $1.5822.

Yesterday's late fall was in a very thin market after Continental centres had closed. The pound's effective depreciation also weakened to a record level of 48.1 per cent. at the close, compared with 47.1 per cent. on Tuesday.

Interest rates in many sectors of the money market finished at around a nominal 16 per cent.

Discount houses buying rates for three-month Treasury bills were around 14⅞-14¾ per cent. This would normally suggest a rise in MLR of ¼ per cent. on Friday, but in the prevailing state of the market it is little more, than a measure of market sentiment on a bad day.

Gilt-edged securities reacted to the conditions in the money market and short-dated stocks registered falls of a full point.

£ in New York

—	Oct. 27	Previous
Spot	$1.5814-5330	$1.5890-5840
1 month	2.22-2.17 dis	2.25-2.15 dis
3 months	6.12-6.07 dis	6.00-6.90 dis
12 months	17.45-17.35 dis	17.25-17.10 dis

Courtaulds to shut in Skelmersdale

BY RHYS DAVID, TEXTILES CORRESPONDENT

COURTAULDS, the textile group, yesterday confirmed its intention to close its modern weaving plant at Skelmersdale in Lancashire with the loss of more than 1,000 jobs. Three other plants in the Midlands and North are also to be shut, making a further 250 workers redundant.

The company, which last week announced a series of closures in Wales, Northern Ireland and the North of England involving more than 3,000 people, has given an assurance that the wave of closure announcements is over and that no further closure proposals are under consideration. Altogether Courtaulds employs more than 113,000 people in 350 separate locations in the U.K.

Announcing the decision to close the troubled Skelmersdale plant, built in 1968 at a cost of more than £10m., Courtaulds blame continued losses, now believed to total more than £6m.

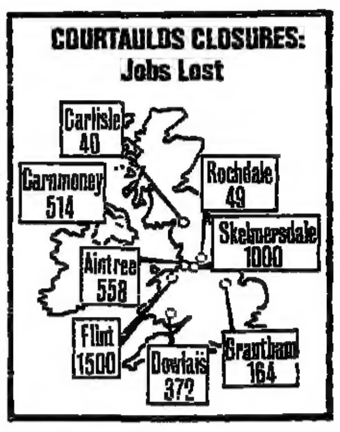
Textile industry's fight for survival Page 22
Parliament Page 19
Lex Back Page

The plant was built to try to win Courtaulds a share in the European market for woven cotton-polyester cloth, but it has never reached the levels of productivity sought by the management.

In May this year Courtaulds secured assistance from the Government's Temporary Employment subsidy scheme towards the cost of keeping the plant open.

The various closure moves by Courtaulds, which is due to present its interim figures next month, represent an attempt to eliminate loss-making areas of its business. A saving of several million pounds a year is expected as a result of the eight closures announced at the end of last week and yesterday.

Yesterday's other closure announcements include the Wolsey [illegible] Grantham, which produces leisure-wear and has 164 employees, all but 10 of them women. The company said heavy losses had been incurred for a number of years.



A small condenser yarn spinning mill at Rochdale is also to be closed with the loss of 49 jobs. As a result of a reorganisation of production at the company's Gleneden Textiles plant at Carlisle, producing woven fabrics for furnishings, another 40 people are likely to be made redundant.

Progress

Courtaulds has expressed its willingness to keep open its warp-knitting plant at Aintree—which was included in last week's closure list — if higher output can be achieved.

A joint statement by management and workers' representatives at the site said some progress had been made at a meeting yesterday. A total of 558 people will be affected if agreement is not reached on new working arrangements during the 90-day closure notification period.

Last week's other closures affect 1,500 people at the company's viscose filament plant at Flint, North Wales and nearly 900 people at two tights plants at Merthyr Tydfil, South Wales and Carnmoney, Northern Ireland.

A harder life . . .

BY ARTHUR SMITH

SKELMERSDALE, the new town built to offer job and housing opportunities for the troubled Merseyside conurbation, is learning to live with hardship.

Male unemployment, at about 13 per cent., is already more than double the national average. Closure of the Courtaulds factory would mean the shutdown of the town's two major employers this year. In January Thorn Colour Tubes, the town's biggest employer, closed with the loss of 1,300 jobs.

The manufacturing base of the town is being eroded and it has no cushion of service trades to fall back on.

Mr. Michael McGuire, Labour MP for Ince, in whose constituency the plant lies, has said that its closure could lift the male unemployment rate in the town to 25 per cent.

Mr. Colin Barnett, secretary of the TUC regional council in the North-West, said last night that for Courtaulds to pull out would

Continued on Back Page

Extra £100m. in State aid for investments expected

BY ADRIAN HAMILTON

THE GOVERNMENT is expected to announce the introduction of a major new investment incentive scheme, to follow its successful £120m. accelerated projects scheme, at the next meeting of the National Economic Development Council (NEDC) on Wednesday.

The scheme—described as the "national investment scheme" involving between £50m. and £100m. in Government assistance —is expected to continue the aims of the accelerated investment aid assistance scheme, and widen its scope. It will include grants, not only for new production facilities, but also for marketing investment by companies.

A vague statement that additional Government aid for industry would be forthcoming was made last July by the Chancellor and the new scheme has been in preparation for some months.

Its announcement at this moment, however, comes when Ministers are becoming increasingly anxious to promote the Government's industrial strategy.

Next week's NEDC meeting, which will review progress on the strategy, will be chaired by the Prime Minister, who will almost certainly use the new scheme as an example of the Government's continued commitment to the strategy exercise.

The meeting, of ministers, employers, and unions, will also consider a report of counter-cyclical finance schemes by a sub-committee headed by Sir Jeremy Morse of the Roll Committee on industrial finance.

The sub-committee report, which was partly inspired by union demands for an investment scheme similar to that in operation in Sweden, is believed to take a fairly cautious view of what could be done on the same lines in the U.K.

It sugegsts that two modified versions of the Swedish system could be adopted in the U.K. One is a voluntary scheme in which tax incentives would be offered to companies who put aside a proportion of pre-tax profits for investment in recession. The other is a compulsory scheme in which the Government would require companies to put a percentage of profits in a fund which would be released during an economic decline.

But it is thought to point out that any scheme would take a long time to build up; that the high tax incentives, particularly accelerated depreciation provisions, offered in the U.K. mean that additional incentives would have to be offered at a cost to the Treasury; and that any realistic scheme could only have a relatively minor impact on investment.

The Government reaction to the paper has yet to be stated. Although the TUC pressure for developments of this type makes it difficult for Ministers to refuse outright, there is no doubt that a compulsory scheme would bring a sharp and unwelcome response from industry.

While the Morse committee suggestions relate to long-term propositions for the next swing in the business cycle, the Department of Industry's new scheme is specifically designed to promote investment over the next few years.

Following the success of the accelerated investment scheme which closed last month, it has been decided that there is still a need to induce companies to bring forward investment that might otherwise be delayed because of high interest rates and the low growth in the economy.

Introduction of the new scheme reflects the increasing interest of the Department of Industry in broad-based aid with specific investment aims, in contrast to regional aid given for any manufacturing investment or industry schemes applying to a single sector.

Government spending 'on target'

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

GOVERNMENT spending in real terms is expected to be kept within planned levels for the current financial year, a senior Treasury official told the all-party Commons Expenditure Committee yesterday.

Mr. Leo Pliatzky, the Second Permanent Secretary in charge of the public sector, told the general sub-committee of the Expenditure Committee that controls had been tightened in the last 12 months both to keep a check on decisions within the financial year and to ensure that the out-turn reflected the plans.

The use of the contingency reserve—an additional sum for calls beyond original plans—as an operational constraint was working.

Mr. Pliatzky admitted that the higher than expected rate of inflation was leading to a review of the cash limits system of controlling money spending for the current year, though it "would be quite wrong to believe there was a troublesome situation across the board."

Mr. Joel Barnett, the Chief Secretary to the Treasury, will make a statement on this, Mr. Plitzky hinted strongly that the emphasis would be against automatically granting supplementary provisions to take account of the higher than anticipated inflation.

Mr. Pliatzky told the committee the existing way of presenting public spending in the annual White Paper considerably overstated the proportion of such expenditure in the Gross Domestic Product in terms of the definitions used in most international comparisons.

The Treasury has proposed changes in the presentation of both nationalised industries' capital investment and debt interest. This would not save an actual penny spent but would reduce the published share of the public sector in GDP from 59-60 per cent. on the present basis to 52 per cent.

Broad agreement with the proposals—with certain detailed reservations—was announced by Mr. Michael English, the chairman of the general sub-committee, after a brief consultation.

The suggestions, which can be seen at least partly as a way of trying to remove overseas doubts about the size of the public sector, are based on the idea that the public spending figures should provide a better indication of what has to be financed from taxes and borrowing.

Accordingly, only the Government contribution to nationalised industries should be shown within the public sector.

For latest Share Index 'phone 01-246 8026

LOMBARD

Politicians run the Fund

BY REGINALD DALE

TO JUDGE by many of the reactions to the forthcoming descent of International Monetary Fund inspectors on London, one could well be forgiven for concluding that the Fund is some kind of international bogeyman that is being summoned to punish Britain for its economic misdeeds. The widely created impression is of faceless Fund officials with about as little sympathy for Britain's problems as the notorious "gnomes of Zurich" or even the dreaded bureaucrats of Brussels, intent on destroying all things traditionally British from beer to breakfast.

The attitude can often be detected behind some of the more hair-raising reports over the past few weeks as to the conditions that the Fund will impose in return for bailing Britain out again. Dreaming up new IMF conditions has been one of the favourite pastimes of economic journalists ever since the U.K. announced its application at the end of last month. The inventiveness of some of these reports has been startling. One of them actually said that the Fund would demand the introduction of import controls, which would almost certainly be a breach of its own articles.

Dilemma

Mr. Healey, with his warning of "riots in the streets," and now the Prime Minister with his "don't push us too far" threat, have, if anything, contributed to the general fear. The underlying implication is that our fate is in the hands of fund officials who are incapable of understanding the British political situation.

It is true that the Government is faced with a dilemma. Remembering the outcry over the British letter of intent to the Fund in 1967, it believes it cannot risk creating the impression that the IMF, or anyone else, is dictating British economic policy. (I recall a major furore during the EEC entry negotiations when the Daily Express led its front page with the massive headline "Your jobs: we decide, say Germans.") On the other hand the Government has an interest in conditions sufficiently strict to restore some credibility to the defence of sterling.

But it is far from clear that the "scare" aproach is the right way of achieving the Government's ends. In the first place it makes life very difficult for the small team of officials who come to London, and who do actually have some understanding of the political background. The fact remains that they are coming to write an economic report, and they will not want to be bullied. Dr. Johannes Witteveen, the Fund's Managing Director, has always been keen to maintain the outward appearance that the Fund is independent from political pressures and that it cannot be blackmailed into providing money with no strings attached.

But the main point is that the final decision on Britain's drawing will in any case be taken at political level, and not by the IMF team of inspectors, faceless or otherwise. The team, which arrives in the middle of next week, will have about two weeks of talks with British officials starting from the following Monday. It will then report back to the Executive Board in Washington, which will study the mission's report alongside the British Government's letter of intent. Before trying to decide their final conclusions, the executive directors, themselves Government representatives, will have about a week to consult their Ministers of Finance, who will in any case also have to approve the raising of funds for the U.K. through the general arrangements to borrow.

Taxpayers

The Finance Ministers of the U.S., Germany, France and Japan are politicians, not "faceless bureaucrats." They are fully aware of the British political situation, and they do not want to see the country go down the drain. They are not going to impose "impossible political conditions."

But precisely because they are politicians, they are not going to forget that their own voters and taxpayers also have views about the way their country's money is spent. Certainly the German public does not believe that the U.K. has some sort of claim on German reserves, in the interests of "rationality," as Mr. Callaghan seemed to suggest on television earlier this week.

Nor for that matter would the Continental taxpayer necessarily agree that he must keep digging into his pocket to finance subsidies on Britain's food imports on the strength of Mr. Jack Jones's statement that "the politicians of Europe and the bureaucrats of Brussels must be made to realise that the matter of food prices is absolutely crucial to our strategy for recovery." Whether it is food subsidies or an IMF loan, in the end it is people in other countries who are providing the cash for Britain. It is hardly surprising that they will want at least some assurance that it is not going to be wasted.

RACING BY DOMINIC WIGAN

Royal Marshal II ready

CAPTAIN TIM FORSTER, whose Letcombe Basset stable could well be in for its most profitable campaign for several seasons, fields teams at both Ludlow and Wincanton to-day, and it is interesting to note that stable jockey Graham Thorner has opted for the west country trek.

Here Thorner partners five for the Wantage stable, Tom Bombadil, Gypsy Love, Equivocal, Royal Marshal II, and Toll Bridge. Of this quintet I have most faith in Royal Marshal II and Toll Bridge.

The first from this pair to run is Royal Marshall II who bids for his second course and distance victory in the afternoon's feature event, the two mile five furlongs Terry Biddlecombe Challenge Trophy.

A high-class stayer at his best, Royal Marshal II, surprisingly, has not obliged since his impressive victory in the Hennessy Gold Cup of 1973. Nevertheless he ran well in two of his three races last season, finishing runner up to Even Up in Lingfield's Eridge Handicap and again when occupying that position behind Captain Christy in the King George VI Chase at Kempton on Boxing Day. He apparently, is ready to do himself full justice.

I expect Royal Marshall II's class to carry him through and take him to gain an overdue success at the chief expense of another course winner, What A Buck.

Toll Bridge, a lightly raced Alcide gelding showed himself to be in top trim after beating Gently Does It, to whom he was conceding 5 lbs, by a neck in a minor event at Newton Abbot, early last month.

With only modest opponents to beat in the Nether Wallop Four Year Old Hurdle, in which he meets Gently Does It on six pounds better terms, than at Newton Abbot, Toll Bridge should be capable of obliging again.

Turning to Newcastle, where there are now seven races on the Racegoers Club Concession Day programme, I intend taking a chance with Anna's Prince, a promising second to Hardy Turk on her seasonal debut at Wetherby a fortnight ago in the Longtown Hurdle.

WINCANTON

1.00—Cornmarket
1.30—Captain Clover
2.00—King Commander
2.30—Royal Marshal II***
3.00—Sea Tale
3.30—Toll Bridge*

NEWCASTLE

1.00—Oakley Cross
1.30—Miss Fanackapan
2.00—Temple Rise
2.30—Anna's Prince**
3.00—Arctic Explorer
3.30—Le Bree

LUDLOW

1.15—Sea Jet
3.15—Gay Kildare

SALEROOM BY ANTONY THORNCROFT

Family books fetch £33,000

THE COUNTESS of Sutherland cleared out some of the volumes from the family library and became £33,252 better off when they were sold at Christie's yesterday. Some of the books date back to the time of the fourteenth earl in the mid-seventeenth century.

Many prices were well above expectation. The highest price of £2,000 paid by Traylen for a first edition in English of Leo Africanus's Geographical Historie of Africa was more than double the estimate, while Robert Batty's Hanoverian and Saxon Scenery also did well, fetching £1,300 from Schuster.

Rheinbuch, the Bonn dealer, paid £1,100 for the four volumes Etat et delices de la Suisse of 1776 and £950 for a copy of Castella et Praetoria Nobilium Brabantaie, a work of 1697 by Jacques le Roy.

A sale of jewels also did well, Christie's sold £142,000-worth, with virtually every lot going. A diamond tiara, which could be used as a choker necklace and a clip, was bought by S. H. Harris for £10,000 (plus the 10 per cent. buyer's premium), about double the estimate, while Landesman paid £8,000 for a sapphire and diamond art deco clip brooch. A diamond ring with a stone weighing 3.77 carats went for £6,600 to Wasinski.

Sotheby's was busy selling Old Masters, wine and Japanese works of art. The Old Masters made £117,650, with an Italian dealer paying £6,000 for St. Catherine of Alexandria by Boccaccio Boccaccino.

A Village Feast attributed D. Teniers the Younger took £5,800 and a pair of small pictures attributed J. Van Kessel £4,500, while an Antwerp dealer acquired An Extensive Landscape by Lucas van Uden for £4,200.

The wine sale totalled £125,852. Prices for 1966-70 clarets were firm and the Dutch were active buyers of port.

The Japanese auction was very successful with nearly everything going for a total of £68,860. The highest price was the £11,500 paid for a portfolio of fifty-five prints. A pair of 19th century screens went for £1,700 and a print signed Harunobu for £1,600.

Henry Spencer of Retford completed a two-day sale of the contents of the Rectory at Bluntisham. It totalled £30,305. A picture of exotic birds attributed to Hondecoeter fetched the best price—£1,300. An early 19th century rosewood circular table with a marble top sold for £980.

On November 10 Sotheby's is selling 16 paintings and drawings by the late L. S. Lowry. They cover all periods of his work from 1910 to 1973 and include a good Dock Scene, painted in 1947, and sent for sale from Hollywood by the song writer Leslie Bricusse.

The sword of honour presented to the French General Lafayette by the American Congress in 1779 comes up for auction at Sotheby Parke Bernet on November 18-20. It is being sold by a direct descendant.

Another piece of American history is on offer in London on November 17—a portrait of the Lee family of Coton Hall, in Shropshire, painted by Joseph Highmore in 1736. The American General Robert E. Lee is a descendant of the family group, which traced its pedigree back to Saxon times.

Factory plan approved

APPROVAL OF a factory extension at Hirwaun, mid-Glamorgan—which is expected to create more than 200 new jobs—was yesterday announced by Mr. John Morris, Welsh Secretary.

The Welsh Development Agency factory is at present occupied by Electronic Components and Vesta Equipment. The two companies, together with Metal Mouldings of Park Royal, London, will merge to form a new company, Firsteel Metal.

LEGAL NOTICES

No. 003431 of 1976

In the HIGH COURT OF JUSTICE Chancery Division Companies Court. In the Matter of ESPIONAGE MENSWEAR LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 14th day of October 1976, presented to the said Court by JONCRAIG LIMITED whose registered office is situate at Highlight House, 57 Margaret Street, London, W.1, a Creditor of the above-named Company and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 15th day of November 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

ASHLEY KALMS, TRAVELL & CO.,
58 London Road,
Southend-on-Sea,
Essex, SS1 1QQ.
Solicitors for the Petitioner.

NOTE.—Any person who intends to appear on the hearing of the said Petition must serve on, or send by post to, the above-named notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm the name and address of the firm and must be signed by the person or firm, or his or their solicitor (if any) and must be served, or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 12th day of November 1976.

No. 003541 of 1976

In the HIGH COURT OF JUSTICE Chancery Division Companies Court. In the Matter of SOMMERVILLE BUILDING SERVICES LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the winding up of the above-named Company by the High Court of Justice was on the 25th day of October 1976, presented to the said Court by THE DEPARTMENT OF HEALTH AND SOCIAL SECURITY of State House, High Holborn, London, W.C.1, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 29th day of November 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing in person or by his Counsel for that purpose: and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

M. W. M. OSMOND,
State House,
High Holborn,
London, W.C.1.
Solicitor to the Petitioners.

NOTE.—Any person who intends to appear on the hearing of the said Petition must serve on or send by post to the above-named, notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm, the name and address of the firm, and must be signed by the person or firm, or his or their solicitor (if any), and must be served or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 26th day of November 1976.

BRITISH & FRENCH TRUST CORPORATION LTD.
(IN VOLUNTARY LIQUIDATION)

NOTICE IS HEREBY GIVEN that the Creditors of the abovenamed Company are required on or before the 27th day of November 1976 to send their names and addresses, with particulars of their Debts or Claims, and the names and addresses of their Solicitors (if any), to the undersigned PETER WILLIAM MERTENS of 186 CITY ROAD, LONDON, E.C.1 the Liquidator of the said Company, and, if so required by notice in writing by the said Liquidator, are by their Solicitors or personally to come in and prove their said Debts or Claims at such time and place as shall be specified in such notice, or in default thereof they will be excluded from the benefit of any such distribution made before such debts are proved.

Dated this 20th day of October 1976.
PETER WILLIAM MERTENS
Liquidator

No. 003542 of 1976

In the HIGH COURT OF JUSTICE, Chancery Division, Companies Court. In the Matter of CLOVELLA LIMITED and in the Matter of the Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 25th day of October, 1976, presented to the said Court by TEXTILE TRADE PUBLICATIONS LIMITED whose registered office is situate at Knightway House, 20 Soho Square, London, W.1, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, WC2A 2LL on the 29th day of November, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same,

JUDGE & PRIESTLEY,
42-48, East Street,
BROMLEY, Kent.
(Ref: JLT).
Solicitors for the Petitioner.

NOTE.—Any person who intends to appear on the hearing of the said Petition must serve on, or send by post to, the above-named notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm the name and address of the firm and must be signed by the person or firm, or his or their solicitor (if any) and must be served, or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 26th day of November, 1976.

COMPANY NOTICES

THE RANDFONTEIN ESTATES GOLD MINING COMPANY, WITWATERSRAND, LIMITED
(Incorporated in the Republic of South Africa)

Notice of General Meeting to be held on 17th November, 1976

Shareholders will recall that they were advised in a company announcement dated 5th August 1976, that the Board felt confident that the Nuclear Fuels Corporation of South Africa (NUFCOR) would be able to conclude a suitable contract or contracts for the sale of the company's future uranium production.

An integral part of these negotiations, which are well advanced, has been the provision of suitable loan finance as a pre-requisite to any decision to commence the company's expansion programme and the stage has now been reached where in order to reach finality it is necessary for shareholders to increase the company's borrowing powers, which are at present limited to R8 million.

Notice of General Meeting

Notice is accordingly hereby given that a general meeting of members of The Randfontein Estates Gold Mining Company, Witwatersrand, Limited will be held in the board room, Consolidated Building, corner of Fox and Harrison Streets, Johannesburg, on Wednesday, 17th November 1976, at 12 noon, for the purpose of considering and, if deemed fit, passing with or without modification the following resolution as a special resolution to increase the borrowing powers of the company:—

THAT Article 59 of the company's Articles of Association be and is hereby amended by deletion of the words "Eight Million Rands (R8,000,000)" and the substitution therefor of the following words "One Hundred and Forty Million Rand (R140,000,000)".

The reasons for proposing the amendment to Article 59 is that the present restriction on the company's borrowing powers, limiting the aggregate amount owing at any one time to Eight Million Rounds (R8,000,000) inadequately provides for its future financial requirements inherent in the planned expansion programme.

The effect of the resolution is that the Board will be able to enter into a uranium sales agreement which will, inter alia, provide loan finance on very favourable terms thus permitting the funding of a relatively large proportion of the planned expansion programme without affecting the company's ability to meet its other loan commitments and without placing the immediate burden of the whole programme on funds generated internally.

The Board does not at this stage envisage increasing its loan commitments to the extent and magnitude referred to in the resolution above but considers that it should cater for a certain degree of flexibility as regards the company's borrowing powers.

A member entitled to attend and to vote at the meeting is entitled to appoint one or more proxies to attend and speak and vote in his stead. A proxy need not be a member of the company. Proxy forms must be completed and despatched to the registered office of the company so as to reach that office not later than 24 hours before the time appointed for the holding of the meeting or to the office of the company's London Transfer Secretaries, Barnato Brothers Limited, Charter House, P.O. Box 102, Park Street, Ashford, Kent, TN24 8EQ, so as to reach that office by 12 noon on Monday, 15th November, 1976.

By Order of the Board
JOHANNESBURG CONSOLIDATED INVESTMENT COMPANY, LIMITED
Secretaries
per: C. A. T. CLARKE

Head Office & Registered Office:
Consolidated Building,
Corner Fox and Harrison Streets,
P.O. Box 590,
Johannesburg 2000.
27th October, 1976.

London Office:
Barnato Brothers Limited,
99 Bishopsgate,
London EC2M 3XE.

TV/Radio

BBC 1

† Indicates programme in black and white.

9.41 a.m. For Schools, Colleges. 12.25 p.m. On the Move. 12.45 News. 1.00 Pebble Mill. 1.45 Barnaby. 2.00 You and Me. 2.14 For Schools, Colleges. 3.53 Regional News (except London). 3.55 Play School. 4.20 Astronut. 4.25 Jackanory. 4.40 Blue Peter. 5.05 John Craven's Newsround. 5.15 The Oddball Couple.

5.40 News.
5.55 Nationwide.
6.45 Tomorrow's World.
7.10 Top of the Pops.
7.40 Happy Ever After.
8.10 Kojak.
9.00 News.
9.25 The Big Time.
10.15 Omnibus USA.
11.05 Tonight.
11.40 The Sky At Night.
12.00 Weather/Regional News.

All Regions as BBC 1 except at the following times:—

Wales—3.15-5.40 p.m. Bilidowcar. 5.55-6.45 Wales Today. 6.45-7.10 Heddiw. 10.15 The Welshmen on the Hill. 10.45-11.05 Artist's Aisle-Line visits St. Illtyd's Church, Llantwit Major. 12.00 News and Weather for Wales.

Scotland—9.41-10.01 a.m. For Schools: Around Scotland. 5.55-6.45 p.m. Reporting Scotland. 12.00 News and Weather for Scotland.

Northern Ireland—3.53-3.55 p.m. Northern Ireland News. 5.55-6.45 Scene Around Six. 12.00 News and Weather for Northern Ireland.

England—5.55-6.45 p.m. Look North (from Leeds, Manchester, Newcastle); Midlands Today (from Birmingham); Look East (from Norwich); Points West (from Bristol); South Today (from Southampton); Spotlight South West (from Plymouth).

BBC 2

11.00 a.m. Play School.
6.25 Open University.
7.00 News on 2 Headlines.
7.05 Your Move.
7.30 Newsday.
8.05 Diary of a Village.
8.35 First Impressions.
9.00 The Hollywood Musical "Thoroughly Modern Milly" starring Julie Andrews.
11.15 Late News on 2.
11.25-11.30 Closedown: Cyril Cusack reads "Gifts" by Norman MacCaig.

LONDON

9.30 a.m. Schools Programmes. 10.40 Manfred. 11.00 For Schools. 12.00 Animal Kwackers. 12.10 p.m. Hickory House. 12.30 Woman Alone. 1.00 News and Weather. 1.20 Lunchtime Today. 1.30 Crown Court. 2.00 Good Afternoon. 2.25 South Riding. 3.20 Heart to Heart. 3.50 Emmerdale Farm. 4.20 Little House on the Prairie. 5.15 Bless This House.

5.45 News.
6.00 Today.
6.35 Crossroads.
7.00 Thursday Adventure Film: "Captain Nemo And The Underwater City" starring Robert Ryan.
9.00 This Week.
9.30 N.U.T.S.
10.00 News.
10.30 The Crezz.
11.30 Phyllis.
12.0 What The Papers Say.
12.15 a.m. London Scene.
12.25 Close: Sandra Freeman reads a poem by Wordsworth.

All ITV Regions as London except at the following times:

ANGLIA

1.25 p.m. Anglia News. 2.00 Women Only. 4.20 The Romper Room. 4.45 Anita in Jumbleland. 5.15 David Niven's World. 6.00 About Anglia. 6.20 Arena. 7.00 Sez Les. 7.30 Thursday TV Movie: "Man Of Many Faces." 11.30 Tandarra. 12.30 a.m. The Living Word.

ATV MIDLANDS

1.20 p.m. ATV Newsdesk. 4.20 Batman. 4.45 Space 1999. 6.00 ATV Today. 7.00 Cartoon. 7.15 The Thursday Mystery Movie: McMillan and Wife. 11.30 Gardening Today. 12.00 Colin Marchant.

BORDER

†1.20 p.m. Border News. 2.00 Women Only. 4.20 Island of Adventure. 5.15 David Niven's World. 6.00 Border News and Lookaround. 7.00 Film: "Will Penny," starring Charlton Heston. 11.30 Gardening Today. †12.00 Border News Summary.

CHANNEL

†1.20 p.m. Channel Lunchtime News and What's On Where. 4.20 The Adventures of Pinocchio. 4.50 Lost In Space. †6.00 Channel News and Weather. 6.10 Woobinda. 7.00 Star Movie: "Will Penny." †10.30 Survival. 11.00 The Crezz. †11.55 News and Weather in French.

GRAMPIAN

1.20 p.m. Grampian News Headlines. 2.00 Women Only. 5.15 University Challenge. 6.00 Grampian Today. 7.00 Feature Film: "Guns for San Sebastian," starring Anthony Quinn. 10.30 Sportscall. 11.10 The Crezz. 12.30 a.m. Evening Prayers.

GRANADA

1.20 p.m. Take Kerr. 2.25 Born Free. 4.20 Tarzan. 5.10 This Is Your Right. 5.15 Crossroads. 6.00 Granada Reports. 6.30 Cartoon. 6.40 Lucky Feller. 7.15 The Thursday Film: "The Only Way Out Is Dead," starring Burl Ives. 11.30 What The Papers Say. 11.45 Oscar Peterson Presents . . . Count Basie, Joe Williams and Al Grey.

HTV

1.20 p.m. Report West Headlines. 1.25 Report Wales Headlines. 2.00 Women Only. 4.20 The Woody Woodpecker Show. 4.45 Return to the Planet of the Apes. †5.15 Chuckleheads. 5.20 Crossroads. 6.00 Report West. 6.15 Report Wales. 6.30 Happy Days. 7.00 Adventure Film: "Guns for San Sebastian," starring Anthony Quinn. 10.30 Gallery. 11.00 Thursday Mystery Movie: Columbo.

HTV Cymru/Wales—As HTV General Service except:— 1.20-1.25 p.m. Penawdau Newyddion Y Dydd. 4.20 Miri Mawr. 4.35-4.45 Seren Wib. 6.00-6.15 Y Dydd. 6.30-7.00 Sports Arena. 10.30 The Mold Murders. 11.15-12.15 Police Story.

HTV West—As HTV General Service except:— 11.00-11.15 a.m. It's Life With David Bellamy. 1.20-1.30 p.m. Report West Headlines. 6.15-6.30 Sport West.

SCOTTISH

1.25 p.m. Road and Weather Report. 2.00 Women Only. 4.20 Tarzan. 5.15 Animal Alphabet Parade—"R." 5.20 Crossroads. 6.00 Scotland Today. 6.30 Garnock Way. 7.00 The Thursday Adventure Film: "Will Penny," starring Charlton Heston. 10.30 Night Out. 11.00 Late Call. 11.05 Moneywise. 11.35 The Crezz.

SOUTHERN

1.20 p.m. Southern News. 2.00 Women Only. 4.20 Betty Boop. 4.25 The Wild, Wild West. 5.20 Crossroads. 6.00 Day by Day. 6.30 University Challenge. 11.30 Southern News Extra. 11.40 Chopper One.

TYNE TEES

9.25 a.m. Starting Point. 1.20 p.m. North East News and Lookaround. 2.25 Born Free. 4.20 The Thursday Film: "The Purple Mask," starring Tony Curtis. 6.00 Northern Life. 7.00 The Thursday Adventure Film: "Will Penny," starring Charlton Heston. 10.30 Play Soccer—Jack Charlton's Way. 11.00 Access. 11.30 The Odd Couple. 12.00 Epilogue.

ULSTER

1.20 p.m. Ulster News Headlines, followed by Lunchtime. 3.00 Ulster News Headlines. 4.20 Black Arrow. 4.45 Tarzan. 6.00 UTV Reports. 7.00 Emergency. 8.00 The Crezz. 10.30 Countryscene—Cushendun, Co. Antrim. 11.15 What's It All About.

WESTWARD

12.25 p.m. Gus Honeybun's Birthdays. 1.20 Westward News Headlines. 4.20 The Adventures of Pinocchio. 4.50 Lost in Space. 6.00 Westward Diary. 7.00 Star Movie: "Will Penny," starring Charlton Heston. 10.30 Westward Report. 11.00 Westward Late News. 11.05 The Crezz. 11.56 Faith for Life.

YORKSHIRE

1.20 p.m. Calendar News. 2.25 Jason King. 4.20 "Namu the Killer Whale." 6.00 Calendar (Emley Moor and Belmont editions). 7.00 The Thursday Adventure Film: "Will Penny," starring Charlton Heston. 11.30 Pro-Celebrity Snooker. 12.00 Goodnight Calendar.

RADIO 1 247m

(S) Stereophonic broadcast.

6.00 a.m. As Radio 2. 7.00 Noel Edmonds. 9.00 Tony Blackburn. 12.00 Paul Burnett including 12.30 p.m. Newsbeat. 2.02 David Hamilton (S) (also on VHF). 4.30 It's D.L.T. OK! 5.45 Newsbeat. 6.02 John Dunn (S) (joins Radio 2). 11.02 John Peel (S) (also on VHF). 12.00-12.05 a.m. As Radio 2.

RADIO 2 1,500m and VHF

6.00 a.m. News Summary. 6.02 Colin Berry (S) including 6.15 Pause for Thought. 7.02 Terry Wogan (S) including 8.27 Racing Bulletin. 8.45 Pause for Thought. 9.02-11.30 Pete Murray's Open House (S) including 10.30 Waggoners' Walk. 11.30 Jimmy Young (S). 1.30 p.m. Sports Desk. 1.55 Good Listening (VHF). 2.02 David Hamilton (S) as Radio 1, but including on 1,500m. only (also 202m. Scotland) 2.45 and 3.45 Sports Desk. 4.30 Waggoners' Walk. 4.45 Sports Desk. 4.47 John Dunn (S) including 5.45 Sports Desk. 6.45 Sports Desk. 7.02 Don Davis's Just for Fun. 7.30 David Allan's Country Club (S). 9.02 Folkweave (S). 10.02 Sports Desk. 10.05 Band Parade (S). 11.02 Jean Jean Challis with The Late Show (1,500m. only, also 202m. Scotland). VHF joins Radio 1. 12.00-12.05 a.m. News.

RADIO 3 464m, Stereo & VHF

6.55 a.m. Weather. 7.00 News. 7.05 Overture (S). 8.00 News. 8.05 Morning Concert (S). 9.00 News. 9.05 This Week's Composer: Reger (S). 10.05 Schubert's Melancholic Friend (S). 10.45 Granados and Caplet: chamber music concert (S). 11.25 Mid-day Concert (S): Weber, part 1. 12.15 p.m. Interval Reading. 12.20 Concert, part 2. 1.00 News. 1.05 Manchester Mid-day Concert: Schumann, Brahms, Saint-Saens. 2.00 Discovering Charles Ives (S). 3.05 Song Recital (S). 3.45 Ruggles, Druckman and Ives concert, part 1 (S). 4.20 Words . . . 4.25 Concert, part 2 (S). 5.25 Flute Sounds (S). 5.45 Homeward Bound (S). 6.05 News. 6.10 Homeward Bound (S) (continued). 6.30 Lifelines. 7.30 International Chopin Piano Competition 1975 (S). 8.30 "The Merry Wives of Windsor" in three acts, music by Nicolai, Act 1. 9.20 Technology in Perspective. 9.45 "The Merry Wives of Windsor." Act 2. 10.35 The Brainwashing of Lemuel Gulliver. 10.55 "The Merry Wives of Windsor." Act 3. 11.25-11.30 News.

RADIO 4

434m, 330m, 285m and VHF

‡ Medium Wave only

6.15 a.m. News. 6.22 Farming Today. 6.40 Prayer for the Day. 6.45 Today. 7.00 News and more of Today including Sports News, Today's Papers, and 7.25 (VHF) Regional News. 7.45 Thought for the Day. 8.00 News and more of Today including 8.25 (VHF) Regional News. 8.45 Yesterday in Parliament. 9.00 News. 9.05 These You Have Loved. ‡10.00 News. ‡10.05 From Our Own Correspondent. 10.30 Daily Service. ‡10.45 Morning Story. ‡11.00 News. ‡11.05 You, The Jury. ‡11.50 Out of the Corner of my Eye. 12.00 News. 12.02 p.m. You and Yours. 12.27 My Word! (S). ‡12.55 Weather, programme news VHF (except London and SE) Regional News. 1.00 The World at One. 1.30 The Archers. 1.45 Woman's Hour (2 from 2.00) including 2.00-2.02 News. 2.45 Listen with Mother. 3.00 News. 3.05 Afternoon Theatre (S). 3.50 Jack de Manio Precisely including 4.00-4.05 News. 4.35 Story Time. 5.00 PM Reports. 5.50 Financial Report. VHF Regional News. 5.55 Weather; programme news. 6.00 News. 6.15 Forces' Chance. 6.45 The Archers. 7.00 News. 7.05 The World in Focus. 7.30 Any Answers? 8.00 In Our Time. 8.45 Analysis. 9.30 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 10.45 A Book at Bedtime. 11.00 The Financial World Tonight. 11.15 Today in Parliament. 11.30 News.

For schools (VHF only) 9.05 a.m.-12.00 and 2.00-3.00 p.m.

BBC Radio London

206m and 94.9 VHF

6.00 a.m. As Radio 2. 6.30 Susie Barnes with Rush Hour. 9.00 Carry On Councillor. 9.30 John Toogood with London Live. 11.03 Jenny Thompson and Diana Rice with In Town. 12.03 p.m. Call In, including 12.45 London News Desk. 2.03 Paul Owens with 206 Showcase. 4.03 Tony Fish with Home Run, including 4.50 and 5.50 London News Desk. 6.00 Look, Stop, Listen. 7.30 Jenny Thompson and Diana Rice with In Town (as 11.03 a.m.). 8.30 Soul 77. 10.03 Late Night London. 12.00 Closedown—As Radio 2.

London Broadcasting

261m and 97.3 VHF

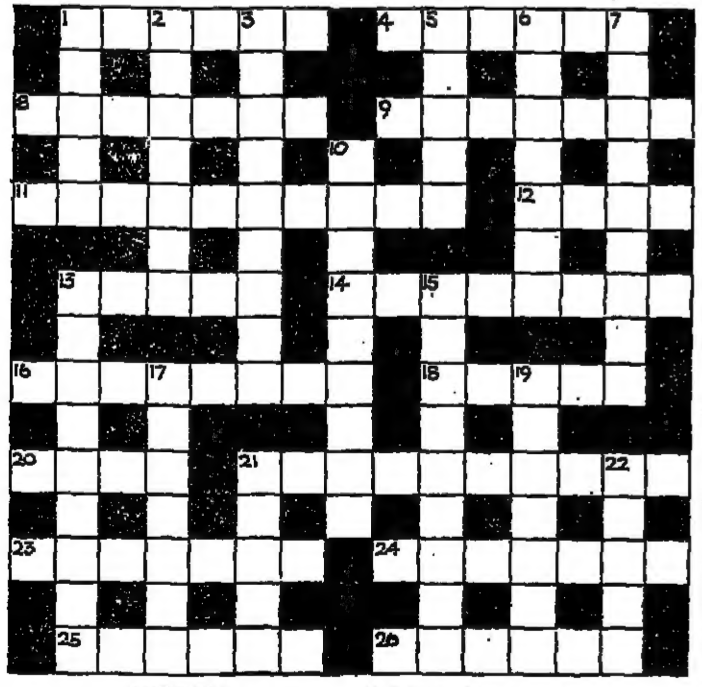
5.00 a.m. Morning Music. 6.00 AM—breakfast-time show. 10.00 Brian Hayes—talking to London. 1.00 p.m. Newswatch. 3.00 Newsbreak. 8.00 Music in Stereo. 9.00 Nightline. 1.00-5.30 a.m. Nightwatch—news every half-hour.

Capital Radio

194m and 95.8 VHF

6.00 a.m. Graham Dene—The breakfast show. 9.00 Michael Aspel. 12.00 Dave Cash: Cash On Delivery. 3.00 Roger Scott. 7.00 London Today. 7.30 Open Line. 9.00 Nicky Horne: Your Mother Wouldn't Like It. 11.00 Tony Myatt: The Late Show. 2.00-6.00 a.m. Night Flight.

F.T. CROSSWORD PUZZLE No. 3,220



ACROSS

1 He leaves the Wake to win prize (6)
4 Pest operator goes some distance without Rolls-Royce (6)
8 Cupidity of one against a pudding (7)
9 Parent said to be more distant (7)
11 Feted a nude possibly with a 100 per cent. record (10)
12 Time to change the news flash (4)
13 Stay at home (5)
14 Host has inclination to compile officers' record (4, 4)
16 Go below for race in Neath (8)
18 Tribute to a good man (5)
20 Defile a ticket (4)
21 War damage girl will outrage (5, 5)
23 Runs by the way to lots of papers (7)
24 Study opening of orderly house (7)
25 MP playing for Russia (6)
26 Rocky island in southern part of Ireland (6)

DOWN

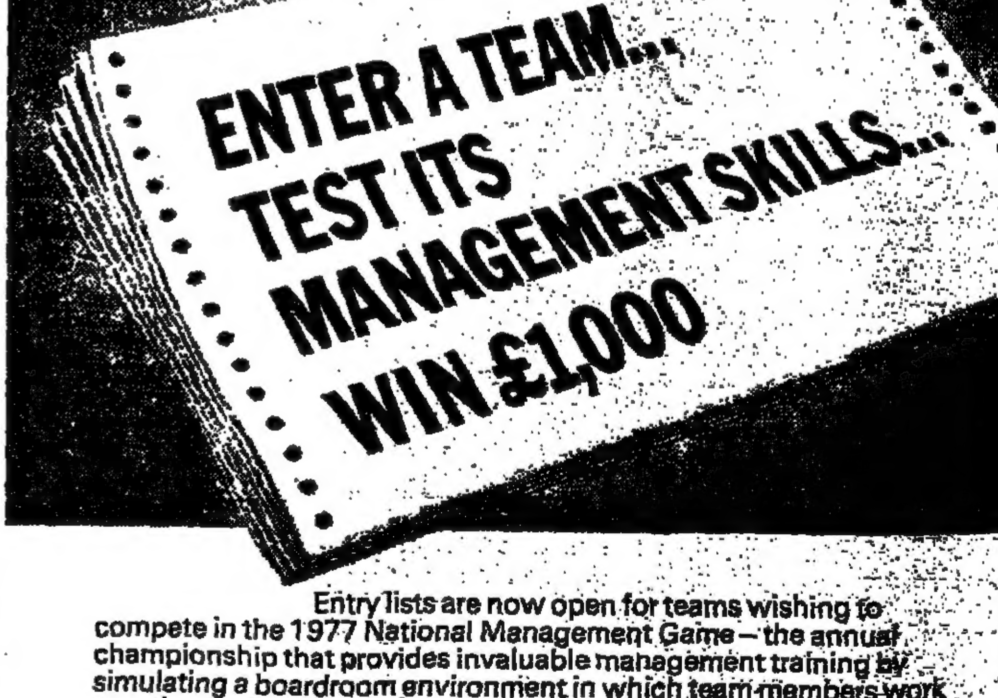
1 Go mad over quarter given to bird (5)
2 Highly explosive C in C (7)
3 Ticket tout with guts at Wimbledon (9)
5 Beast from eastern country (5)
6 Triple objective surrounding consequences of a hung jury (7)
7 Fashionable crowd spouting forth (3, 3, 3)
10 Loss of rights to reach the German (9)
13 Rose-red house (9)
15 A job for Smith derived from Steel (9)
17 Downfall of China plotted in London area (4, 3)
19 Complicated rash I've caught with trembling (7)
21 South African doctor goes over a South-Sea island (5)
22 Has New York the ability to be careful? (5)

Solution to Puzzle No. 3,219.

R	E	P	O	R	T	■	C	O	M	P	L	E	T	E
O	■	O	■	E	■	F	■	V	■	L	■	S	■	N
C	U	R	T	A	I	L	■	E	X	A	C	T	E	D
K	■	T	■	D	■	O	■	R	■	S	■	E	■	A
E	W	E	R	■	C	O	L	L	A	T	E	R	A	L
T	■	R	■	I	■	D	■	O	■	E	■	■	■	L
R	E	A	L	L	Y	■	F	A	I	R	W	A	Y	■
Y	■	G	■	L	■	S	■	D	■	I	■	L	■	T
■	D	E	L	I	G	H	T	■	S	N	A	T	C	H
S	■	■	■	T	■	E	■	S	■	G	■	I	■	A
P	E	R	P	E	T	R	A	T	E	■	E	M	I	T
L	■	E	■	R	■	A	■	O	■	F	■	E	■	C
I	N	S	T	A	N	T	■	U	N	L	A	T	C	H
T	■	I	■	T	■	O	■	T	■	E	■	E	■	E
S	I	N	G	E	I	N	G	■	T	E	R	R	O	R

NATIONAL MANAGEMENT GAME 1977

Sponsored by the Financial Times, International Computers Ltd. and the Institute of Chartered Accountants in England and Wales in association with the Institute of Directors and the Confederation of British Industry.



Entry lists are now open for teams wishing to compete in the 1977 National Management Game—the annual championship that provides invaluable management training by simulating a boardroom environment in which team members work together to thrash out managerial issues—within a time limit, and under the pressure of competition.

The problems and risks relating to realistic business situations and the consequences of the strategies adopted are posed and appraised by computer. And each team is, in effect, a company making decisions on the deployment of its financial, marketing and manufacturing resources. The winning team is the one whose final balance sheet shows the greatest net profit.

Round 1 begins on December 29 1976 and the finals take place in London in July 1977. Entry fee per team: £50, including VAT. Closing date for entries: November 12 1976.

THE PRIZE
£1000
and entry to the European Management Game finals in West Germany

Individual awards are made to all finalists.

NATIONAL MANAGEMENT GAME 1977
Request for entry form

To the
National Management Game Administrator,
International Computers Ltd,
Victoria House, Southampton Row,
London WC1B 4EJ. Telephone: 01-242 7806

Please send an entry form and full details of the 1977 NMG ☐

I enclose the entry fee of £50, incl. VAT. ☐

Kindly tick boxes as appropriate

NAME
ADDRESS

e Art Society/Anthony D'Offay

rom Camden Town to Euston Road

by WILLIAM PACKER

hism, faction, the fragmenta- and realignment of party federations and associations, festo-groups and societies independents, are facts of ical and cultural life in any and reasonably civilised ty; and here we have never exactly slow to indulge a y developed taste for such s: our artists in particular ever been notoriously and iciously partisan. The ty of their alliances is ating in itself, quite apart the interest we might have e work stimulated under *protection; too interesting* ps, for the documentation, alth of anecdote and social ent, may sometimes mask so trivialise even the very of things. And, just as pre-Raphaelite painting is better than we had been it to consider it, so it is the work of the Camden Group, who for many have been treated condingly as but minor and cial curiosities.

is necessary to strike a ice in these things: at the Art Society until November 12 is an excellent and y historical exhibition , nevertheless, is finally a ation of painting rather *scholarship. The catalogue* Camden Town Recalled" is a most informative exory essay by Miss Wendy n; the show itself is ged to make clear the al phases of the group's ence; and yet we leave ex- by the things we have seen, works of individual artists. lter *Sickert inevitably is* commanding figure, towerover all the painters who near him, to be taught by And indirectly through his influence spread far d Camden Town, descendhrough successive generaof students until well after ast war, so deeply were attitudes and precepts bed into the orthodoxy of sh art schools. There was on, of course, but that is now: to-day we can recogim, for all his limitations, e most important English r for a hundred years.

had been the pupil of ler, whose teaching he rejected, the friend of , and had lived for long is in France and Italy. He an established artist, of ity and independence, by time the various groups to form around him, first itzroy Street in 1907 and the Camden Town in 1911, of whom he set the course then the pace: and thus eputation was always free is associates. They were r more constricted, and reputations in consece never grew as they ved. Harold Gilman, for ple, is only now being nised as a major English er, which he undoubtedly proper showing of his work *ong overdue. Here are* al treats by him, however, ep us going, in particular trait of Mrs. Whelan, my favourite picture in the

colleagues all do well: ter Gore, Robert Bevan, lm Drummond, J. D. , Lucien Pissarro and es Ginner. Some, of course, are more equal than others; but then someone as modest and obscure as Drummond, who never had a one-man show in his life, surprises and delights us with a particular coup, in *his case a picture of the interior* of the Brompton Oratory.

The journey to the Euston Road is neither far in distance nor sensibility from Camden Town. There in 1938 a group of artists set up their own school of painting dedicated to the close observation and accurate delineation of reality. The school soon closed, but its spirit lives on: Sir William Coldstream, one of its founders, and until lately head of the Slade School, is showing his recent work at the Anthony d'Offay Gallery, coincidentally until November 12. It is his first exhibition for many years, for he works infinitely slowly, usually to commission; and it affords us an opportunity, too good to miss, to measure the reputation he enjoys as a realist against the *performance*.

He takes Sickert's dictum, that "taste is the death of a painter. He has all his work cut out for him, observing and recording. His poetry is the interpretation of ready-made life. He has no business to have time for preferences," which Miss Baron quotes, to an extreme pitch of refinement, an ironically dandified purism. Indeed, so David Sylvester informs us in the introduction to the d'Offay show, Sir William would dispense with the poetry altogether in favour of prose.

The Entertainment Guide is on Page 14

His paint is dry and unseductive, tentative wherever it is loosely applied, never bold or sweeping. The colour is quiet, *even dull, the drawing safe and* measured. Work is left suspended, never concluded. And yet we can hardly accuse him of a lack of conviction, for he can fairly claim that his intentions are rather different. For him painting is always the process, the agent of investigation into the visible world. His overt concern is with *precise location*, which his constant checking and restating of data merely serve. It is very hard work, which we all respect, a celebration of difficulties faced, rather than overcome, and of sheer perseverance.

His paintings are thus respectable, even admirable, but ultimately disappointing; for they *suggest the distrust and suppression* of facility, and a curious defensiveness. He keeps his guard well up. For nothing ever is fixed: there is always another measurement to be made, across the figure or along the wall, more bright green and red dots to add to the decorative veil that hides the reality he seeks. *He cannot win, but neither can* he lose. And when occasionally he does relax, when the drawing takes off, or suddenly we come upon a particularly felicitous passage in the painting, across the belly or breast of the model, we can only regret there are not more, and we long for the hedonism of Sickert and his friends.

William Coldstream: seated nude

zabeth Hall

Haydn

by PAUL GRIFFITHS

· the third and last of their lay recitals this month the an Quartet turned to the oser whose music they have exploring on disc for the four years, Haydn. Their ded edition of his string ets will soon be complete, one will then be able to l a whole waking day listen- o them traverse the distance tentative beginnings to us maturity. Those with insatiable appetites, howwill surely want to hear Aeolian give again and , as they gave on Tuesday, ice selection of works in *performance*.

must, under those circances, allow for the very ional slip or clumsiness. the Aeolian been performn the recording studio on lay, they might well have d a *few re-takes*. But if do not rank with the world's est ensembles for diamondexactness and reliability, thorough acquaintance Haydn brings its own beneThey have not grown stale ed, nor have they become Rather they have gained common grasp of Haydn's of thinking, and ability to nd quite unselfconsciously ost complex forms and tex- a unanimous agreement e shape and direction of ovements, and, not least, a tfully casual acceptance of it.

four quartets they played is concert ranged from No. 1, which Misha Donat described in the prone as "Haydn's first comt piece of string quartet g," to his last finished *et, Op. 77 No. 2 in F*. In ositional technique and handling of the medium there is here a vast difference, and yet the Aeolian were able to show both works as products of the same genial genius. Even in the intricate polyphony of the late quartet's slow movement there was a sense of Haydn as a feeling, *intimate composer, not a* cold practitioner of classical form, and not a cosy musical raconteur either.

In the other two works, Op. 50 No. 6 in F and Op. 74 No. 3 in G minor, the Aeolian kept up their standards of pleasurable music making. These are two of the Haydn quartets which have *gathered nicknames* to themselves, "The Dream" and "The Rider" respectively, but the Aeolian know better than to allow themselves to be deluded into emphasising spurious character. Their starting point is the score, and their ability to let themselves be swayed by that—beautifully exemplified on many occasions in the way four distinct tones converged or were differentiated to suit the layout of the music—that ability made Tuesday's a stimulating recital.

1976 Stratford season extended

The RSC's *1976 Stratford* season at the Royal Shakespeare Theatre has been extended by one week. The season will now end on Saturday, January 29, 1977. The extra week (January 24-29, 1977) will include two performances of *Romeo and Juliet*, two of *King Lear* and three of *The Comedy of Errors*. Prices for this week are to be lower than usual—from £1.00 to £3.50.

Record Review

The black and white test

by DAVID MURRAY

Beethoven and Liszt: Symphony No. 9. Festival Cantata. Richard and John Contiguglia. Connoisseur Society CS 2052. £5.49

Liszt: Operatic Fantasies. Richard and John Contiguglia. *Connoisseur Society CS 2039*. £3.59

J. P. Pixis: Concerto for piano, violin and strings. **Moscheles:** Grande Sonate Symphonique. Kees Kooper, Mary Louise and Pauline Boehm, Siegfried Landau and the Westphalian Symphony Orchestra. Turnabout TV 34590S. £1.50

Louis Moreau Gottschalk: piano music. Ivan Davis. Decca SXL 6725. £3.25

Charles Griffes: Sonata. **Charles Ives:** "Three-page Sonata." **R. N. Dett:** Suite "In the Bottoms." Clive Lythgoe. Philips 9500 096. £3.50

Charles Griffes: The Pleasure Dome of Kubla Khan. The White Peacock. **Howard Hanson:** Symphony No. 2. Charles Gerhardt and the National Philharmonic Orchestra. RCA GL25021. £1.99

Villa-Lobos: Piano music. Roberto Szidon. DG 2530 634. £3.59

Xenakis: Synaphai. Aroura. Antikhthon. Geoffrey Douglas Madge, Elgar Howarth and the *New Philharmonia*. Decca Head 13. £3.25

Ligeti: Melodien. Double Concerto. Chamber Concerto. Aurèle Nicolet, Heinz Holliger, David Atherton and the London Sinfonietta. Decca Head 12. £3.25

Ligeti; 2nd String Quartet. Lux Aeterna. Volumina. Etude No. 1. Gerd Zacher, the La Salle Quartet, Chorus of the Norddeutsche Rundfunk. DG 2530 392. £3.59

Edwardian academics used to invoke the "black and white test": if a piece of music was seriously diminished by being rendered in the monochrome tones of the piano, it stood convicted of shoddy workmanship. Once the cheap mask of orchestration was stripped away, the severe light of the piano would reveal clumsy part-writing or weak transitions. Of course the "test" was absurd, useful only for confirming conservative prejudices (if *Afternoon of a Faun sounded dull when the Professor* played it on the piano, he could banish it from consideration); but what it implied about the musical ear of the period is interesting.

Since *Mozart's* time, the development of the modern pianoforte, with its comprehensive dynamic range (hence its name), its flexibility and its selective sustaining power, had brought it to seem a plausible lowest common denominator, into whose terms any music but the irretrievably vocal might be reduced with trivial loss. It was rather a neo-Platonic view: real music was an abstract ballet of notes (choreographed to the tenets of Edwardian music theory)—sweetest when unheard, but tolerable to a mundane ear if garbed in a decent minimum of material colour. And so the art of piano transcription thrived, at the expense of the art of music, but also at the expense of idiomatic piano writing. What the earnest amateur could not bring to life risked dismissal as a farrago of "pianistic effects"; a considerable repertoire thus fell into neglect, and is only now being reconsidered.

Not all of Liszt's transcriptions titivate the original music; some, like his transcriptions of the Beethoven symphonies, aim at faithful re-creation, though they demand much of the performers. *It sounds mad to translate the* "Choral" Symphony to a pair of pianos, but Brahms and Clara Schumann — who were superlative pianists — loved to play Liszt's version. It is superbly played on the record by the Contiguglia twins. The Allegro and the Scherzo predictably come off best, but the revelatory light cast upon the whole symphony is as astonishing as the extent to which the integral power of the *music is preserved. The shock* is great, and the rewards genuine. The fill-up, Liszt's piano-duet draft of his own Festival Cantata, is a mere curio. His two-piano versions of his fantasies on opera themes — *Norma, Sonnambula, Don Giovanni*—gain no more by the added resources than they lose in economy of notes, but the brilliant unanimity and panache of the Contiguglias is irresistible. I miss only some *morbidezza*: in the modern manner, they are very sober in passages of Lisztian pathos.

There are moments where Mary Louise and Pauline Boehm are comparably brusque with the sentiments of Moscheles' *Grande Sonate Symphonique*—an archetypal instance of its post-Mendelssohn genre, neither quite pianistic nor quite "orchestral," though large and immensely well-made. But the other side of this record offers a wonderful find, the Pixis Double Concerto. Pixis is barely remembered as a piano-virtuoso who contributed to the "Hexameron" piece which Liszt assembled. Much less learned than the Moscheles Sonata, his Concerto is as concise, *elegant and original* as it is full of nervy high-Romantic passion, and without routine display. I wish that Murray Perahia and a friend would learn it at once.

Book Reviews are on Page 12

Louis Moreau Gottschalk, a scion of New Orleans with Creole connections, played his own piano pieces to a considerable part of Europe in the mid-19th century, to great effect. His memory has almost vanished with the sheet-music from the Western parlour, and indeed it is academically negligible. In the hands of Ivan Davis, however, it regains its pristine charm and verve; within its salon limits it is sensationally resourceful, and a Horowitz pupil was clearly the right man to revive it. The music is as purely pianistic as could be, and Davis's dry delicacy and wit are ideally matched to it. The pieces inspired by West Indian music suggest not only that ragtime has a much longer history than one supposed, but that its roots were put down in the salon rather than (as is widely assumed) in the brothel.

Another Europeanised American was Charles Griffes (1884-1920), whose Piano Sonata was perhaps the first product of a maturity which was sadly to be cut off at once. Its harmonic language owes something to Scriabin, but its tight one-movement construction is strikingly individual and assured. Unfortunately, Clive Lythgoe plays it impossibly slowly, with a plethora of gratuitous ritardandi; a far better case can be made for this strange, troubled piece.

Of the Griffes orchestral pieces on RCA, *The White Peacock* is a transcription of a piano original which sounds fresher and less obviously Debussyiste. *Kubla Khan* is richer (though earlier than the sleeve-note pretends), a darkly imaginative tone poem in the crypto-Russian tradition which includes Balakirev's *Thamar*.

Lythgoe's European sentimentality is ill-found in the modest Suite by the black Canadian, Robert Nathaniel *Dett, too; but his intelligent* reading of the knotty "Three-page Sonata" by Ives is worth having. This is black-and-white piano music of a kind undreamt of by Edwardians: so is the wild *Rudepiêma* of Villa-Lobos, written for a European pianist (Artur Rubinstein) in a grandly savage and percussive manner. Roberto Szidon, a fellow South American with a redoubtable technique, delivers it accurately *but with too little rhapsodic* fury to prevent its falling into a series of noisy episodes. He makes much more of the infectious *Carnival das Crianças*, "children's pieces" which preserve a kind of innocence through the most extravagant pianistic demands.

Finally, three records of new, not-quite-European music which would fail the black-and-white test brilliantly: one of Xenakis and two of Ligeti. Here the sounds on the surface count for everything, and depend utterly on the range of colours extractible from modern orchestras (and, in two of Ligeti's pieces, from modern organs). The sweeping "cosmic" effects of the Xenakis music are based on statistically-calculated mass textures; the textures of Ligeti's pieces—most strikingly in the 2nd Quartet and the Chamber Concerto—are more intricately and intimately tricky and personal, full of ironic innuendos which have no place in Xenakis's bold canvases. Like most of the other music reviewed here, these works do not presuppose listeners with an educated awareness of received musical truths; they aim at direct, unprepared musical effects. The organised sounds come first; theoretical explanations and justifications come—if at all—later.

John Player's centenary festival

John Player and Sons have announced preliminary details of the arts festival they are to present next year as part of their centenary celebrations. The artistic director will be André Previn.

Four specially commissioned works will be included in the programmes which will run from July 1 to July 9. They will be:

A work for symphony orchestra and six actors by André Previn and Tom Stoppard.

A work for music-theatre by Harrison Birtwistle and Michael Kustow, written specifically for the Cottesloe Theatre, to be presented by players of the National Theatre.

A new work for the Ballet Rambert, designed to take fullest advantage of the staging facilities of the Round House.

A 40-minute work, *Sherwood Forest Suite*, for the National Youth Jazz Orchestra.

The full details of the festival, which will be incorporated in the official list of events for the Queen's Jubilee Year, are to be announced in the spring. The artists involved include the London Symphony Orchestra, the King's College Choir, Robert Tear, Michael Beroff, Benjamin Luxon, the Black Dyke Mills Band and the Orchestra of St. John's, Smith Square. Venues will include the Albert Hall, the Haymarket Theatre and Westminster Cathedral.

Berliner Festwochen

by RONALD HOLLOWAY

Since Dr. Ulrich Eckhardt's *arrival in Berlin three years ago* as the new director of the city's year-around festivals, the Berliner Festwochen, the autumn arts festival, has prospered under his preference for the visual, performing arts, particularly music and dance in the classical and modern vein. This shift in emphasis stems partially from personal taste (he plays *the violin to relax*), but also from a feeling that music and dance have wider appeal for the local West Berliners, who on the whole like to get out for an evening due to the claustrophobic atmosphere the divided city invites.

This was the 26th Berliner Festwochen and by far the most successful one in memory: the only complaint echoed through the month-long activities was the difficulty to assimilate everything —even if every night was used to attend single or double performances. And a haphazard gorging of the arts tends to bruise the sensibilities.

To begin with the life-blood of the festival, the performances *at the Philharmonic were hailed* by music-lovers as something akin to historical landmarks. First Carlo Maria Giulini conducted Beethoven's Seventh to open the festival, then Karl Böhm paid tribute to Bruno Walter's 100th birthday with a precise rendering of Mozart's three - symphonies - in - three-months, and finally tickets were at a premium for Herbert von Karajan's interpretation of Mozart's Requiem and Bruckner's Te Deum, as well as Maurizio Pollini's piano concerts (Schubert, Schumann, Webern).

Another musical event was indeed a landmark: a guest visit of the Moscow Chamber Opera with a quite modern production of Dimitri Shostakovich's *The Nose*, the musical adaptation of Gogol's story denounced for "formalism" upon its appearance in 1930. The crowd at the Freie Volksbühne rose in unison when conductor Gennady Rozhdestvensky came on stage with the original score.

It would have been possible to spend the entire festival touring the musical attractions, but I opted for theatre; dance and special events, such as the German premières of Hans Werner Henze's *We Come to the River* at the Deutsche Oper and Karlheinz Stockhausen's *Sirius* at the Planetarium. A good share of the Festwochen was slated for Henze—the London Sinfonietta performed *Voices* and a retrospective of films for which he wrote the music (*Muriel, Katharina Blum*) was screened at the Arsenal-Kino— and the opera première also coincided with the debut of Siegfried Palm as the new Intendant.

Theatre profited from guest productions and the biannual visit of Samuel Beckett, who gave the Schiller-Theater a boost with back-to-back productions of *That Time* and *Footfalls*. Patrice Chereau's production of Marivaux's *La Dispute* (fresh from the Belgrade festival) drew as much upon the director's reputation of "modernising" Bayreuth and Wagner's *Ring this summer as upon the present* Marivaux fad in German theatre; the play, in fact, appeared at the Schiller-Theater in the same week as a less fortunate *La double inconstance (Die Unbeständigkeit der Liebe)*, directed for the same house by Jacques Rosner.

The Festwochen witnessed five *Beckett fragments in a fortnight*: the Mabou Mines under Lee Breuer's direction offered a "New York version" of *The Lost Ones, Cascando*, and *B-Beaver Animation* in succession, an introduction to Beckett's own *That Time* and *Footfalls*. They all play in enclosed settings and demonstrate a certain continuity in style.

In contrast, Beckett's twin productions at the Schiller-Werkstatt mesmerise from start to finish, particularly *That Time*, which focuses on the facial exterior of the gifted Klaus Herm (in my opinion, the best of Beckett's German actors) as three tapes echo thoughts and memories out of a darkened past. *Footfalls suffers* a bit from a young and inexperienced actress, whose monotone voice offers little mystery or revelation to sharpen the edges in this twilight zone of the memory.

Outside of these theatrical evenings for the privileged (only *100 seats* were available in the Schiller-Werkstatt and the improvised stands at the Nationalgalerie for the Mabou Mines), there was little to get excited about. Local premières were disappointing in particular, and the Schaubühne is still constructing a mammoth set for the long-planned "Shakespeare Experiment" in a film studio. Without the Chereau-Marivaux production and the La Mama version (Andrei Serban) of Brecht's *The Good Woman of Setzuan* (again in the Nationalgalerie), the public in general would have *had slim pickings*.

The Americans — dance troupes, performers, artists, the fluxus and video scene of New York's SoHo quadrangle, and Readings by Allen Ginsberg, Susan Sontag, and William Burroughs—gave the Festwochen its biggest lift by virtue of the overpowering display of experimental talent afoot in New York *to-day. Crowds streamed daily* to the Akademie der Künste, where the majority of the 300 invited artists held court in non-stop shifts.

Among the six dance troupes on hand—the Dance Theatre of Harlem, Alvin Ailey's City Center Dance Theater, Twyla Tharp, Trisha Brown, the Multi-gravitational Aerodance Group, and the Original Trockadero Gloxinia Ballet Company—it was Tharp's explorations of the rhythms of trivial Country and Western music that astonished the experts in a number of raw physical vitality, "The Fugue," performed without music under hanging microphones on an amplified stage.

For an emotional experience, I have seldom seen Berlin embrace a returning performer as warmly and enthusiastically as Lotte Goslar and her Pantomime Circus, a very young but able company that specialises in a combination of ballet, pantomime, and plain clowning. Goslar left Berlin in the 'thirties as a known dancer, emigrated to America over Prague, Zurich, and London, and shared a fate with such figures as Brecht (who wrote a sketch for her, performed in Berlin), Therese Giehse, and Fritz Kortner. To-day, in her seventies, she didn't begin to wilt before standing-room-only crowds until her 17th curtain call.

Next year, the Festwoche promised further to reli 'twenties of Berlin.

Soho Poly

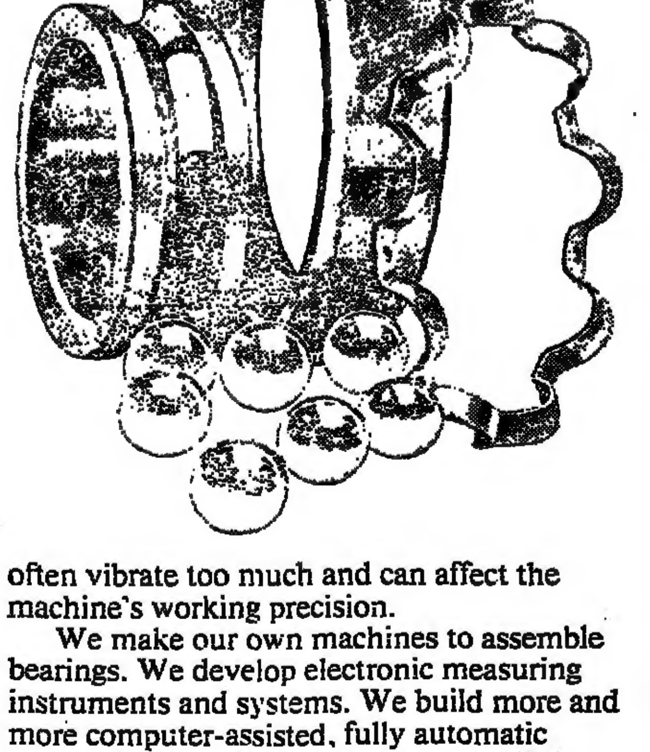
Mystic of the Western World

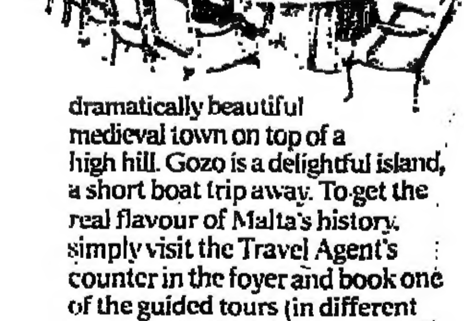
If it is part of lunchtime theatre policy to give an airing to relatively untried authors, then there is certainly room for such an innocuous little parable as this by Alan Passes. We are in a heavenly waiting-room where two saints (Simeon Stylites and Teresa of Avila) are joined by two other contenders for the title of top saint, martyr or mystic. The new arrivals are Van Gogh who represents, somewhat loosely, the suffering of the world's underprivileged, and Storm Saxon, a 20th century missionary who is champion of the police, the torturers and the space corps.

The two saints are ridiculed in writing: Simeon for his absurd retreat to the top of a pole in the desert, Teresa for her false piety in casting herself as a bride for Christ with more than a hint of suppressed sexuality. Teresa, delicately played by a wide-eyed Maureen O'Donnell in white dress and vineleaves, fixes her attention on the three men in turn, advancing on the bleeding painter with a controlled outburst of liturgical Latin. What merit there is in the play is lodged somewhere in the middle and most identifiably in Miss O'Donnell's performance, for Mr. Passes has not really solved the problem of starting or stopping. Teresa is finally left with Saxon (each character having left his marker for the title) and the offer of conquering the world with him.

Andy Smith's direction does not much help the play, emphasising its fuzziness by a rather flaccid approach to the basic business of positioning actors. And Terry Jacobs' design consists of a lime-green room mysteriously decorated, upstage left, with matching blouse and Ewbank. The feminist message was, for me, as buried as Teresa's sexuality.

MICHAEL COVENEY





EUROPEAN NEWS

Soviet plan calls for 5.6% rise in industrial growth

BY DAVID SATTER

MOSCOW, Oct. 27.

A MODESTLY higher growth target for overall industrial output and a sharply higher growth target for consumer goods production were the highlights of the 1977 Soviet economic plan presented to a Kremlin session of the Supreme Soviet by Mr. Nikolai Baibakov, chairman of the State planning committee.

Mr. Baibakov also presented a detailed description of the final version of the 1976-80 Five Year *Plan, which included a heavy in*vestment in the improvement of the agrarian economy and a target for consumer goods production at the upper end of the range suggested at the Communist Party Congress in February.

The 1977 plan targets are now in comparison with those in previous Five Year Plans, but they are optimistic in comparison with the targets set in the 1976 *plan which were the lowest since* the Second World War.

The 1977 plan targets are low industrial output in the Soviet Union to increase by 5.6 per cent. compared with a targeted increased of only 4.3 per cent. *for 1976, while consumer goods* or category "B" production is expected to increase by 4.9 per cent., almost double the 1976 targeted increase of 2.7 per cent. No figure was given for the expected percentage increase in heavy industry or category "A" production during 1977. This category was set to increase by 4.9 per cent. during 1976.

Mr. Baibakov presented both the 1977 plan and the completed version of the 1976-80 plan instead of Prime Minister Alexei Kosygin who had been expected to present them. Mr. Kosygin is believed to have been ill but he gave no evidence of this as he sat listening to Mr. Baibakov's speech with Soviet party leader Leonid Brezhnev.

Mr. Baibakov said that national income in 1977 will increase by 4.1 per cent. and that per capita income will grow 3.8 per cent. He said the volume of agricultural production will *rise by* 11 per cent. in 1977 compared with the average annual agricultural production in the period 1971-75, which includes two years—1973 and 1975—in which the Soviet Union suffered disastrous harvests.

Mr. Baibakov described the goals set for 1977 and the 1976-1980 Five Year Plan as "tense *but realistic.*" He said the fact that industrial output during the first nine months of this year had grown by 4.8 per cent. instead of the 4.3 per cent. called for in the plan, was an indication that the goal can be achieved.

The final version of the Five Year Plan called for a massive investment of 170bn. roubles in Soviet agriculture in an effort to raise average annual agricultural production by 15 per cent. and bring the average annual grain harvest to 235m. tonnes by the *end of the Five Year Plan.*

The plan also provides for a marginally greater production of *consumer goods* than was envisaged at the Party Congress in February. The target for growth in consumer goods production is 32 per cent. The February version of the plan called for an increase in consumer goods production of between 30 and 32 per cent.

In a separate speech, Finance *Minister* Basily Garbuzov presented a draft annual budget showing that Soviet defence spending will be 17.2bn. roubles or 7.2 per cent. of the budget. This represents a cut of 200m. roubles from the 17.4bn. roubles *allocated for defence in the* current year. However, Western military analysts believe that Soviet defence expenditure is concealed under other categories, and that the ostensible cut in the defence budget was made primarily for propaganda.

Editorial comment, page 22

Voting in the Supreme Soviet, the front row, left to right, consists of President Nikolai Podgorny, Premier Alexei Kosygin, and Party General Secretary, Leonid Brezhnev.

French steelworkers laid off

BY DAVID CURRY

PARIS, Oct. 27.

THE PERSISTENT crisis in the French steel industry which has *led Paris to call for intervention* in the market by the European Coal and Steel Community (ECSC)—the ultimate governing body of the EEC steel industry—has been highlighted by the news of further heavy lay-offs *among Lorraine steel companies.*

Around 50,000 workers will be affected by the measures which will last to the end of he year. Usinor-Thionvinne has an*nounced that 4,000 workers will* have their week shortened by eight hours to the end of the year, while Usinor-Longwy has revealed similar plans for 5,000 employees. At the Chiers factory at Longwy some 3,500 workers *will last to hteend of the year.* November while 800 people at a Rehon tube making factory will have no work between December 16 and January 3.

At Acieries et Trefileries de Neuves-Maisons all work will be halted between October 29 and November 4 while at the factories of Sacilor partial unemployment will affect 16,000 workers in November and 26,000 *in December.*

A short while ago Lorraine steelmakers and the unions *agreed that workers would re*ceive 60 per cent. of their normal wage during lay-offs based on an hourly *Frs.8.60.* The greater part of this will be borne by the state.

Steel is a very political issue in France. The head of the Communist trade union the CGT, M. Georges Seguy said last week that steel should be added to the list of industries which would be nationalised by a Communist-Socialist government.

The French Government has backed the claim of its steelmakers that the Coal and Steel Community should intervene in the market, particularly to fix minimum prices, establish pro*duction quotas and restrain im*ports into the EEC.

The Brussels Commission is trying to get agreement for revamped powers for the ECSC based essentially on voluntary production curbs and a system *of recommended but not com*pulsory minimum prices. The import problem would be settled by negotiation—not by unilateral controls, which have always met fierce opposition in Brussels because of the fear of retaliation and desire to avoid protectionism.

The French position is directly opposed by the Germans who fear that any interference with market forces will make a bad situation worse as well as benefitting inefficient producers at *the expense of efficient steel*maker.

The Community's attempt to persuade the Japanese to continue voluntary restraint on their exports—is meeting with a very grudging response. A Brussels steel delegation is currently in Tokyo discussing the situation.

Vatican recognises E. Germany

HAVING held off deliberately until after the West German elections earlier this month, the Vatican has now disclosed that a significant measure of formal recognition is to be given by the Roman Catholic Church to East Germany. This takes the form of the establishment of an "autonomous" East German Episcopal Conference, separate from the existing West German *bishops' conference which has* purported to act for both states, although representatives from East Germany did not attend its meetings, our Rome correspondent writes.

The decision to approve a special episcopal conference for East Germany results from considerable political pressure on the Vatican from Potsdam. It follows confidential talks in East Berlin in June, 1975, between the *Foreign Minister and Archbishop* Casaroli, the Vatican's senior diplomat for relations with Eastern Europe. It is understood that the move had been resisted strongly by the Roman Catholic hierarchy in West Germany.

Swedish aircraft plan

Sweden's commander-in-chief, *General Stig Synnergren,* yesterday submitted to the new non-Socialist government a report which could be the means of preserving the development potential of the Swedish aircraft industry, William Dullforce writes from Stockholm.

An increase of some Kr.700m. (£100m.) a year in the Kr.10.3bn. annual defence spending he is *already seeking for the 1977-82* period would be sufficient to enable Saab-Scania to go ahead with the development of a new light trainer/strike aircraft and a new missile system, according to the general.

Italy abortion bill

Italy's ruling Christian Democrats proposed yesterday a controversial Bill which would authorise abortion for a woman facing "insurmountable difficulties." The Christian Democrats thus joined other parties in proposing Bills on abortion, which *include Communist and Socialist* schemes amounting virtually to abortion on demand. Before the woman could obtain the abortion, under the Christian Democrat Bill, she would have to gain the consent of her family and convince a committee of three doctors.
Reuter

EEC refining surplus

SHELL, Europe's largest oil company, has said in a comment on a recent European Commission study into Common Market refining capacity that it regards as "*unnecessary and undesirable*" any EEC intervention to control refining capacity, Michael Van Os reports from Amsterdam.

The company said in Rotterdam yesterday that it shares the Commission's view that existing EEC primary distillation capacity will probably be "more than sufficient" in 1985. But since this prospect is widely recognised, the *Anglo-Dutch company expects that* this situation will right itself through normal forces of supply and demand, "assuming this is not thwarted by new construction, artificially encouraged by national governments."

Greeks seek U.S. loan

The Greek Central Bank is negotiating with a group of U.S. banks *for a medium-term loan of about* $120m. Mr. Angelos Angelopoulos, *Governor of the National Bank* of Greece, stated to-day. The loan, expected to carry a rate of interest about 1.5 per cent. above Eurodollar rates, would probably be finalised soon, and would help cover Greece's deficit on balance *of payments current account,* which would be about $800m. this year, Reuter reports from Frankfurt.

Juan Carlos in Paris

King Juan Carlos of Spain arrived in Paris yesterday for a three-day State visit, and was welcomed by President Valery Giscard d'Estaing *as the representative of a modern* Spain moved by "a spirit of renewal and liberty." The two Heads of State began private talks soon after flying to central Paris by helicopter from Orly Airport. More than 3,000 police have been detailed to guard the *king and* his wife, Queen Sofia, during their stay.
Reuter

Giscard to visit Tito

French President Valery Giscard d'Estaing will pay an official visit to Yugoslavia in the first half of December, Reuter reports from Belgrade. The visit, originally *scheduled for mid-September,* was postponed because President Tito of Yugoslavia was suffering from a liver ailment. He has made no public appearances since September 11, when he began several weeks of rest and treatment.

Dearer Norway insurance

BY FAY GJESTER

OSLO, Oct. 27.

INSURANCE premiums for *Norwegian chemical plants using* inflammable substances will shortly rise by "at least 40 per cent.," according to a spokesman for Norway's insurance companies. The rise is a result of the unusually high number of serious industrial fires in Norway this year—particularly last month's explosive fire at a *Sandefjord paint factory, where* the combined bill for damage and loss of production is expected to reach about Kr.160m. (£18.5m.)

The premium increase could even exceed 40 per cent., the spokesman said. If it did not, that would be because insurance companies hoped to spread *the bill for 1976 over several* years. Insurance premiums for other types of industry would also rise.

● Norwegian ship-owners want the wealth tax on joint stock companies abolished. In a letter to the finance committee of the Storting (Parliament), the Shipowners' Association claims that revenue from the tax are relatively *insignificant from the* state's point of view, but represent a heavy burden for companies. Since relatively few other countries levy wealth tax, the measure reduces the competitiveness of Norwegian companies. In addition, it has a double taxation effect, as shareholders pay wealth tax on the *value of their shares.*

The tax hits shipping companies particularly hard, the *association says, because in prac*tice ships are given a higher value for tax purposes than other kinds of operating equipment.

Wage protest by German unions

BY ADRIAN DICKS

BONN, Oct. 27.

THE WEST German trade union movement has reacted indignantly to the suggestion made two days ago in the joint report of the five leading economic research institutes that sustained growth in 1977 would depend on continued restraint in wage settlements.

Although the tone of union reactions has been relatively restrained, it seems to bode a difficult autumn *for the coalition* Government as it tries to pursue an economic strategy that still *calls for a healthy rise in cor*porate profits as the main instrument in financing new employment-creating investment.

Meanwhile, a joint working group of the two sides of industry and the Government tonight reached broad agreement on a series of new measures, costing some DM430m. to tackle the *blackspots in the labour mar*ket. Among the steps discussed were premiums to increase labour mobility and special measures to reduce unemployment among young people.

The Deutsche Gewerkschafts*bund (DGB), the* counterpart of the British TUC, has rejected flatly the notion of a wage pause. Meanwhile, the economic spokesman of IG-Metall, the largest individual union, said in an interview with Handelsblatt that *the institutes were trying to* close the theoretical gaps in their report by means of "a one-sided agitation against workers a against trade unions."

The spokesman, Herr Rud Kuda, accused the five "w men" of the institutes of n lecting the equal dangers excessive price increases, and turning the investment func into a political football.

It remains to be seen whet in the privacy of the three- concerted action meetings tween unions, employers and Government, union leaders continue to take such a h line. Although they cou hardly be expected to emb publicly the need for fur *wage restraint, the strong im*sion given by Herr Kuda wa his union, at least, shares broad view of the prospects 1977 sketched out by institutes' report.

With the Government now record as accepting the institu views on wages, the emph may very well be on the ex sion of supplemntary bene rather than cash settlements, in particular on further ag ments for workers' "wea creation" schemes.

Meanwhile, the Econom Ministry reported to-day t wages during the third quar were 6 per cent. above the sa period a year before, while wage costs were down by 1.5 cent. thanks to productivity creases during June and July

Spain military sackings

BY ROGER MATTHEWS

MADRID, Oct. 2

A GENERAL and a colonel in the Spanish Air Force have been suspended from duty as a result of continuing investigations into the activities of the Lockheed Aircraft Company in Spain. Although Lockheed's involvement in Spain has been far smaller than, for example, in *Japan or Holland,* the domestic political significance of the affair could be considerable. Despite persistent pressure from the newly liberalised Press, this is the first time the authorities have admitted that any form of payments or *commission existed.* Highest official sources are still maintaining that the amounts of *money that changed hands were* relatively small, and mostly took the form of "Christmas gifts."

Spain has a total of seven C-130 Hercules transport aircraft out of ten ordered, for which according to a former Minister of Air, the total purchase price was around $28m. Apart from the Hercules, Spain has also bought *a small number of jet trainers.* The editor of the magazine Sabado Grafico is facing court martial for recently publishing a list of 11 men allegedly implicated "in a certain high-flying affair." If convicted, he could face a *jail sentence of up to six* years.

Other lists circulating *privately point to the implication* of a number of civilians, several of them previous or present holders of high office. A number of civilians and other military officers have already made statements to the investigating authorities. The question of bribery and other forms corruption during the 36-y rule of General Franco is an tremely sensitive political i at this time of transition. revelations of the Lockh affair could well *pro* demands for inquiries into suspected cases.

Attempts within the regi stall or prevent fu inquiries, especially in ord protect the image of the a forces, would thus seem have failed—a factor which be related to the appointme month ago of Lt.-Ger Gutierrez Mellado as De Prime Minister.

● Two bombs were thrown the Moroccan embassy to-day, injuring five people, seriously, and causing exten damage to the building. people, one of them believe be a woman, lobbed the ex*sives into a ground-floor win* the embassy before escaping car, under covering fire fro machine-gun.

Although no one has claimed responsibility, suspi fell on the Frente Polisario, Saharan nationalist moven which was angered by the h over of the former Spa *colony of Spanish Sahara* Morocco and Mauritania at end of last year. However, Moroccans had also rece recent threats from extr Right-wing Spanish gr hostile to what they fear be Moroccan moves to occ the two Spanish enclaves North Africa, and to extend *influence in the Canary Isles*

Test of Turkish line on foreign investment

BY METIN MUNIR

ANKARA, Oct. 2

DELEGATIONS representing prominent West German and Japanese business groups are to visit Turkey to appraise the Government's attitude to foreign capital, and study projects available for external financing. The German *group consists of* representatives from engineering, electro-technical, automotive, metal, optical, chemical, textile and building industries, mining, trading, banking, insurance and investment concerns.

It will arrive on October 31, and spend five days in Ankara and Istanbul in talks with Turkish Cabinet Ministers, officials and private enterprise representatives. The trip was organised by the Union of Trade and Industry Chambers, and Bourse Unions of Turkey.

It is hoped that the contacts will clarify Turkey's current uncertain and generally unfavourable attitude towards foreign capital investments. Prime Minister Suleyman Demirel's coalition is split over the subject, with Mr. Demirel favouring *foreign capital, and his major* coalition partner, the pro-islamic Mr. Necmettin Erbakan, publicly against it.

The Japanese delegation, under Nippon Kokan president, Mr. Kinzo Matsuo, is tentatively scheduled to visit between November 22 and December 2. It will be a non-governmental *mission of prominent indus*trialists belonging to the Keidanren association.

Despite having liberal laws and permitting the unlimited expatriation of profits, Turkey has not attracted foreign capital in proportion to its potential. Western companies have many grievances, ranging from governmental indecision to over-powering red tape.

● Talks between Turkey and Greece on their Aegean problems are to resume on November 2, the Turkish Foreign Ministry announced to-day. There are two problems, one on sharing the Continental shelf and the other the control of air space.

Talks on the technical level on both issues had started in *1975, but were suspended last* July when Prime Minister Demirel sent a survey vessel to take soundings for oil in the Aegean. Greece considered an encroachment on its ri and took the matter to the Security Council. In Au the Security Council passe resolution urging the side resume direct negotiations.

The *Turkish Foreign Min* said that Turkish and G delegations would meet in on November 2 to discuss Aegean air space problem, in Berne to negotiate delimitation of the Aegean tinental shelf. It *will be* sixth meeting on air s which has been shut by Gr for over two years, and the on the shelf.

The Financial Times, published daily [illegible] Sundays and holidays. U.S. [illegible] $367.00 (air freight) $516.00 (air [illegible] [illegible]. Second class postage paid [illegible] York, N.Y.

EEC will take pressure off U.K. over green pound

BY ROBIN REEVES

LUXEMBOURG, Oct. 27.

E EUROPEAN Community ms likely to wait for settle- at of Britain's IMF and other ad of loan arrangements are renewing pressures for a ation of the green pound.

lthough there is acute con- at the rocketing costs to EEC budget of the Common ket subsidies now payable U.K. food imports, the rest the Community seems gned to the fact that the ish Government has decided regard the present green ency rate as an essential ent in its anti-inflation egy and that any move now d be a further blow to con- ce and sterling's perform- on foreign exchange kets.

reen currency rates are the cially-fixed rates for convert- common EEC prices into onal farm price guarantees. green pound devaluation ld have the effect of increas- some food prices by both ng guaranteed EEC prices to ish farmers and cutting the l of EEC subsidies on rts.

llowing yesterday's joint tings of EEC Finance and culture Ministers, Herr Josef the German Farm Minister fathered the green currency system to protect his producers against a cut in their EEC guarantees following the Federal Republic's 1969 revaluation, said he was not happy about Britain's stand.

Herr Ertl expressed a hope that Mr. John Silkin, Britain's Minister of Agriculture, would certainly be in a position to be more flexible by the time the annual farm price negotiations start next year.

West German sympathy is *obviously valuable to the* Government at this stage. But the views of the other seven members of the Community and the Brussles Commission cannot be ignored.

There remains the widespread feeling that Britain is "abusing the system" and it would clearly be unrealistic of the Government to expect the Community to maintain the present high rates of subsidy for any length of time.

Pressure, even if it can be resisted for the time being, seems certain to be kept up; not least during the coming discus*sions on the Commission's plan* for gradual but automatic adjustments of green currencies. This is to be studied by senior officials of the nine over the next few weeks, before another joint finance-agriculture meeting in December.

Mr. Joel Barnett, Chief Secretary to the Treasury, came close to voicing Britain's opposition of principle to the proposed plan, during yesterday's meeting. West Germany too is not happy at the prospect of automatic adjustments for the reason that this could possibly result in price cuts to German farmers.

But the eventual emergence of a scheme with some element of automatic green currency adjustment, cannot be ruled out, if the Common Agricultural Policy is to continue to live with the growing divergence of the economies of the Nine.

This week, U.K. imports of many basic food products are subject to an EEC subsidy of 37.3 per cent. Next week the rate is destined to increase to 40.8 per cent., and unless there is a suddent recovery in sterling, the rate of subsidy is likely to be over 44 per cent. the week after, or some £1.7m. a day.

In order to meet this level of subsidy bill on U.K. food im*ports, the Community would have* to budget at least £500m. to cover the U.K. needs over a 12-month period. This is an amount getting on for 25 per cent. of the Common Agricultural Budget, which in turn accounts for some 70 per cent. of the EEC budget.

EC jobless otal nears m. level

BRUSSELS, Oct. 27.

OST 5m. Common Market ens are out of work, according to unemployment figures sed by the EEC Commission y.

he labour market situation not improved significantly in past month for the Comity as a whole," said the mission in releasing its Octoassessment of the EEC emnent situation.

e total is arrived at by addtogether the latest monthly countries' unemployment es, which show that a total 990,664 EEC citizens remain of work, about the same ber as given in last month's sment.

the figures given for Seper, Britain topped the list 1,385,770 er

U.S. buys more with less

BY JOHN WICKS

ZURICH, Oct. 27.

PURCHASING power of employees is still highest in the *U.S. and Canada, according to a* survey of prices and pay in 41 major cities in the non-Communist world, published by the Union Bank of Switzerland.

For a basket of selected goods and services, costing a sum equal to pay for rather over 124 work*ing hours in London, an inhabi*tant of San Francisco would have to work less than 66 hours, and a Toronto employee less than 73 hours.

The survey, based on average earnings before tax and social security contributions of nine *occupations, varying from bus* drivers to department managers, show that the greatest purchasing power in Europe is that of employees in Geneva, Amsterdam and Zurich, with between 89¾ and 91¼ working hours. The same purchases would cost the wages of 162 hours in Tokyo, almost 357 hours in Manila, and as much at 482 hours in Buenos Aires.

In absolute prices, the most expensive cities, as of mid-1976, were Tokyo and Panama, where the basket priced at $420.05 in *London would have cost $820.63* and $785.52 respectively. In Europe, only Madrid and Milan were cheaper than London, with prices for the basket more than 50 per cent. above the London level in Scandinavia and Switzerland.

London had the cheapest women's clothes (of expensive and medium price ranges) in Europe, as well as the cheapest petrol. Only Dublin was cheaper in the European comparison for food prices.

Top absolute hourly earnings were those in Chicago, New York and San Francisco for the nine occupations reviewed, followed by Geneva, Los Angeles, Zurich, Toronto, Montreal and Copenhagen. A departmental manager earning a gross $10,868 annually in London would receive some $28,513 in Chicago, and $26,385 in Copenhagen.

The bank points out that important changes in the picture of income comparisons and purchasing power emerge in aftertax figures.

WITHIN THE EUROPEAN COMMUNITY

Solidarity stretched to the limit

BY GUY DE JONQUIERES AND ROBIN REEVES IN BRUSSELS

ON MONDAY evening six of the 13 EEC Commissioners sat down in Brussels to discuss the reimposition by Italy of a surcharge on foreign currency transactions. Publicly, the Commission has been quick to rap Italy over the knuckles. *But behind closed* doors, the Commissioners reluctantly agreed that there was precious little that they could do about it, and that any effort to have the surcharge lifted would only risk aggravating Italy's difficulties.

Towards the end of the discussion, *Herr Wilhelm Haferkamp*, the German Commissioner responsible for economic and monetary affairs, is said to have observed that it was bizarre that no-one had mentioned the problems posed by Britain's economic situation. But almost in the same breath he added that he could not think of any concrete proposals to make and the meeting broke up inconclusively.

This episode underlines the *growing sense of helplessness in* Brussels in the face of the deepening economic crisis now looming over the Community. Its political authority weakened by the approach of the end of its term in two months time, the European Commission seems at a loss to know what policies to advocate, still less how to put them into effect.

The European Community has weathered crises before, most recently *the recession* that started in 1974. But what is different this time is that there is now a clear threat to two of the fundamental principles underlying the EEC's existence over the past 20 years — the common market in industrial goods and the Common Agricultural Policy.

Italy has already taken a significant step towards restricting access to its market through the foreign currency surcharge and the punitive import deposit scheme imposed earlier this year. The latter has already been extended twice and *on the* present timetable it will remain in force until *next* April at least.

The British Government is still staunchly resisting the temptation to resort to import controls, but its adamant refusal to agree to any devaluation of the Green Pound, despite unanimous urging from the rest of the EEC, is stetching Community solidarity to the limit.

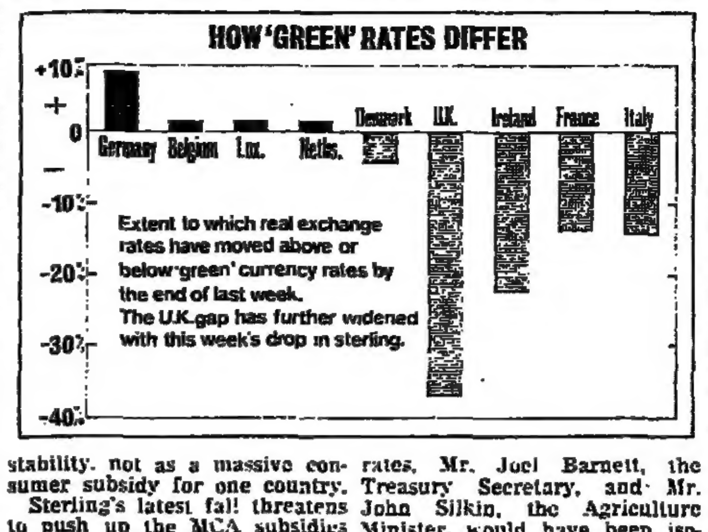
However much U.K. Government Ministers may argue that Britain is doing the Community a favour by holding down food prices and therefore increasing consumption of food products which would otherwise end up as expensive surpluses, the signs are that the rest of the Community will simply not put up indefinitely with a subsidy on U.K. food imports of £1.7m. a day.

The majority of the Community undoubtedly agreed with the comment of one EEC Finance Minister at yesterday's *special council to discuss the* philosophy and workings of the green currency system. This was that monetary compensatory amounts (MCAs) were designed as a "temporary shock absorber" to protect common EEC farm prices against exchange rate instability, not as a massive consumer subsidy for one country.

Sterling's latest fall threatens to push up the MCA subsidies *on U.K. food imports from 37.3* per cent. this week to over 40 per cent. next week and more than 44 per cent. the week after. At this rate, the Community stands to pay out £500m. in a full yeat towards the U.K. alone. The cost of MCAs will amount to 25 per cent. of the common farm budget, which in turn accounts for some 70 per cent. of total EEC budget.

British Ministers are muttering that this remarkable windfall benefit from the workings of the Common Agricultural Policy can be used to exact major reforms in the policy. But they seem to have no coherent proposals in mind and it is doubtful, to say the least, whether the rest of the Community will allow itself to be held to ransom and introduce changes which are not in its collective interest.

At yesterday's joint Finance and Agricultural Ministers meeting to discuss the Commission's plan for introducing automatic adjustments in green currency rates, Mr. Joel Barnett, the Treasury Secretary, and Mr. John Silkin, the Agriculture Minister, would have been isolated in their opposition of prin*ciple but for a measure of* support from the Germans. But given Bonn's regular preoccupation with the cost of the Community, this support cannot be taken for granted. It was ominous from the Government's point of view that even Herr Josef Ertl, the German Farm Minister, joined in the chorus of demands for a 4.5 per cent. green pound adjustment immediately.


HOW 'GREEN' RATES DIFFER

Extent to which real exchange rates have moved above or below 'green' currency rates by the end of last week.
The U.K. gap has further widened with this week's drop in sterling.

Britain is arguing from a position of relative weakness and the signs are that ways and means will be found of ensuring that the Government adopts a more reasonable, more Community-minded attitude and agrees to some programme of adjustment in the green pound.

But the row over the green pound is only one dramatic symptom of a deeper malaise within the EEC. At its root is the fact that, instead of growing closer together, the economies of the Nine are drifting further apart. While Britain's and Italy's problems have dominated the headlines recently, France is struggling desperately to restore stability and Ireland's situation continues to deteriorate. The Benelux and Danish Governments have less acute problems, but not much room for manoeuvre. Only Germany can be said to be in anything like sound economic health.

Thus, when Mr. Callaghan appeals on television to Britain's international partners to help, it must also be remembered that a good number of them are limited in their ability to do so. Moreover, the messy dispute over the green pound has hardly in*creased Britain's store of good*will among the eight, already depleted since the U.K.'s entry into the EEC by its demand for a separate seat at the North-South dialogue last year and its current insistence on 50-mile exclusive national fishing zones as part of the EEC's revised fisheries policy.

This has not prevented a good deal of study at expert level inside the EEC Commission of ways in which Britain might be helped. There is a general belief among economists in Brussels that the $3.9bn. which *Britain plans to draw on the* International Monetary Fund will not be adequate to carry it over the coming months, and that other external financial aid will be needed.

Quite what form this might take is still unclear. One possibility would be for the EEC to issue a loan of the kind which raised $1.3bn. for Italy earlier this year. But even this amount would probably go only part of the way towards solving the problem, and consideration is being given to the possibility of *underwriting the sterling* balances by means of an EEC exchange rate guarantee for sterling.

Beyond this, however, looms the much larger question of where the necessary financing would be found. Chancellor Schmidt has expressed sympathy for the British Government's plight and has backed this up by supporting the U.K.'s campaign against EEC Commission proposals for a gradual realignment in green parities. But in public, at least, the tendency of the German government has been to emphasise the assistance it has already given Britain rather than to offer to give more.

Germany is clearly acutely aware that, given the economic problems besetting other members of the Nine, it would have to shoulder the lion's share of any EEC aid to Britain and with it, however indirectly, an unwelcome responsibility for economic policies pursued by another member state. For this reason, officials in Bonn have been insisting recently that any credit arrangements going beyond the U.K.'s planned IMF drawing *should be set up on a broader* international basis involving the U.S. and Japan.

So long as this attitude prevails, and while other members of the Nine remain economically hard-pressed, it would clearly be an illusion for Britain to look to the EEC alone for its financial salvation. For recent months have shown that as a whole the Community is no bigger than the sum of its parts, and that the very nature of the equation that holds them together is under serious challenge.

Change of format for Ministers' talks on fishing

LARGELY due to pressure from France, EEC Foreign Ministers have decided to change the format of their planned talks in The Hague next week-end, at which further wrangling is expected over the shape of the Community's revised fisheries policy. The meeting will now be of the informal variety initiated by West Germany during its EEC presidency more than two years ago instead of the formal council previously envisaged. Also, the meeting will start on Saturday morning, instead of late Friday afternoon.

It is not thought that these changes will inhibit Ministers from a full discussion of fisheries, and if any decisions are reached—notably on the questions of 200-mile EEC limits and mandates for negotiation with countries like Iceland—the machinery for formal endorsement can be set into motion swiftly. There are cautious hopes in Brussels that next week-end's meeting will prove more productive than the last Foreign Ministers' council meeting in Luxembourg ten days ago, which foundered on Ireland's obdurate insistence that its partners agree to its demand for a 50-mile exclusive fishing zone, before approving negotiating mandates outside the EEC.

These hopes are based on **extensive bilateral contacts undertaken between the Nine over the past week, and on talks which Mr. Finn Olav Gundelach, the EEC Commissioner provisionally in charge of external affairs, is currently holding in Dublin with the Irish Foreign Minister, Dr. Garret Fitzgerald. Next week-end's meeting was originally called to discuss the Tindemans report on European union, though this looks like taking second place to fisheries. The** ***change in the format of the*** **talks stems from French objections to holding formal council meetings outside Brussels and Luxembourg, the venues specified in the Rome Treaty.**

AMERICAN NEWS

UAW imposes deadline on Chrysler negotiations

BY STEWART FLEMING

NEW YORK, Oct. 27.

THE THREAT of another national strike in the U.S. car industry appeared to-day with an announcement from the United Auto Workers union that it had set a deadline of November 5 on its negotiations with Chrysler.

On October 5, after a four-week strike, the UAW secured a new three-year contract with Ford Motor, which was expected to set a pattern for settlements with the other major car companies, General Motors and Chrysler. The agreement provided wage and benefit increases of around *35 per cent. for Ford workers* over the life of the contract. A UAW spokesman could not remember to-day the last time that the union has had to call a *national strike against two of the* Big Three car companies consecutively.

It seems that in general terms Chrysler is leaning towards accepting the pattern of the Ford agreement but there are a number of special issues, including the position of salaried staffs, which are complicating the negotiations.

Initial reactions to the Chrysler strike deadline by observers of the motor industry indicate that it is unlikely that the UAW will have to strike at Chrysler to secure agreement, and that even if it does the strike would probably be a very short one. Chrysler has long been the weakest of the big three *motor companies.*

What is of much more concern, however, is whether agreement can be reached with the biggest of the U.S. car giants, General Motors, where negotiations are apparently bogged down.

Union sources concede that they have deliberately selected Chrysler as the second strike target because of its relative weakness and in order to isolate General Motors. The union said to-day that it would not set a strike deadline at GM until it has reached agrement with Chrysler.

Union and GM spokesmen have both indicated that the negotiations with the last of the Big Three promise to be tough. In July GM was the most bellicose *of the car companies in* its public statements about the then forthcoming negotiations. There are moreover a number of highly charged special issues in the GM situation, in particular what the union sees as the company's fierce opposition to the unionisation of its employees in new *plants* in the south of the U.S.

The union has a "neutrality" claim in at GM, demanding that the company, as part of a wage settlement, stand aside rather than actively oppose attempts to organise workers in the southern plants, a union spokesman said.

The prospect of another motor industry strike, while still some way off, will not be welcomed by economists. The motor industry has led the economy out of recession, and as was said of the Ford strike, a protracted halt to production at GM could further slow the economy's recovery.

Refloated peso drops by 24.9%

BY ALAN RIDING

MEXICO CITY, Oct. 27.

FOLLOWING A new wave of speculation against the peso, the *Mexican Government to-day* refloated the currency and it immediately slumped by a further 24.9 per cent. to a record low of 26.50 pesos to the U.S. *dollar.*

Announcing the new float just six weeks after pegging the peso at 19.70/19.90 pesos to the dollar, the director of the Bank of Mexico, Sr. Ernesto Fernandez Hurtado, said that "in recent weeks there have been temporary though strong pressures *in the exchange market.*"

The peso has already been allowed to drop by 52.8 per cent. since Mexico abandoned its 22-year-old fixed parity of 12.50 *pesos to the dollar* on August 31, but the current procedure is not a strict float since the Bank of Mexico will set the currency's value on a day-by-day basis. The bank to-day agreed to buy dollars *for* 26.24 pesos and sell them *for* 26.50.

Some of the pressure on the peso has come from the recent 23 per cent. nationwide wage *increase and the inflationary* surge that followed the first devaluation. But Sr. Fernandez Hurtado said last night that "temporary" changes in the exchange rate should not affect the medium and long-term relationship between prices and income.

But the continued outflow of foreign currency from Mexico—even though many bankers now feel that the peso is undervalued—reflect a deeper malaise that has overcome Mexico during the final weeks of the Government of President Luis Echeverria.

With Sr. Echeverria still exercising power confidently and provocatively and President-elect Jose Lopez Portillo *unwilling to reveal the policies he will* apply after the December 1 inauguration, Mexican businessmen are refusing to invest and many have preferred to protect *themselves during the current* uncertainties by moving liquid funds into dollars.

Because of the private sector's deep hostility towards the Echeverria Government, many manufacturers have lacked the confidence to step up exports to take advantage of the devaluation.

Some businessmen claimed that a new 7.5 per cent. export tax acted as a disincentive on sales abroad and the Government was sufficiently pressured last week-end to revoke the tax. No significant rise in exports or production is expected, however, until early next year.

U.S. warnings of Opec price rise danger

By Stewart Fleming

NEW YORK, Oct. 27.

AMID warnings from the U.S. of the threat to world economic growth of another big rise in oil prices, the Secretary-General of the Organisation of Petroleum Exporting Countries Mr. M. O. Feyide said to-day that Opec ministers would have been justified in raising oil prices 40 per cent. at their Bali meeting last May.

Mr. Feyide pointed out that the cost of manufactured imports for Opec countries had *risen* 40 per cent. since May 1975. He added that this would have an important bearing on oil price talks scheduled for December, but stressed that the price of imports would only be one consideration of many influencing Opec's pricing policies.

The warnings about the impact of a big oil price increase have been issued by Arthur D. Little, the international business consultants and Morgan Guaranty Trust, one of the world's largest commercial banks.

Arthur D. Little which has a number of oil producing countries among its clients says that *renewed inflation strains on* world trade and finance, and a damper on U.S. capital goods spending are likely results of big oil price rises.

In its *study, published in* Morgan Guaranty's world financial markets newsletter, the bank says that an increase of more than 10 per cent. in Opec prices "*would materially intensify*" balance of payments problems for some countries and could at least prolong the current slackening of growth in the U.S., Japan and Germany.

Geiser victim of poll rules

By David White

RIO DE JANEIRO, Oct. 27.

GENERAL ERNESTO GEISEL, the Brazilian President, has become the unexpected victim of controversial rules limiting election campaigns.

The Supreme Electoral Court yesterday made it clear that televised speeches by the President, campaiginig for support in *forthcoming* country-wide local elections, fall foul of special restrictions imposed by the Government earlier this year.

The electioneering rules, known as "*Falcao's law*" after Sr. Armando Falcao, the Justice Minister, ban the broadcasting of party political speeches in the run-up to the November 15 polls. The polls will give an important indication of the Government's popular standing, and the result will, therefore affect the chances *of future* congressional and gubernatorial elections being carried out as planned.

The rules mean that candidates can use radio and television only to announce *their name, party* and number, with a brief curiculum vitae. Television cameras can show only still pictures of the candidates

Attorney - General Henrique Fonseca de Araujo said yesterday the restricitions would also have to apply to television companies' *use of recorded* speeches by the President, in which he refers to the electoral campaign.

Because of the restrictions, the local election campaign has degenerated into a game of ingenuity as to who can best by-pass the rules.

Dole damages Ford's foreign policy image

BY DAVID BELL

WASHINGTON, Oct. 27.

PRESIDENT FORD returned to the attack again to-day accusing Mr. Jimmy Carter, his Democratic opponent, of dangerous inexperience in foreign policy. But Sen. Robert Dole, Mr. Ford's running mate, has been having some trouble *explaining away* some of his views on the same subject.

Mr. Carter, meanwhile, has protested vigorously about an *unpleasant mock* newspaper circulated by the Republicans which, among other things,

makes much of a cartoon of the Democratic candidate standing in a pulpit with a bible in one hand and a copy of Playboy magazine in the other.

The Carter interview with Playboy also surfaced again in another way. President Ford insisted last week that he had "turned down flat" a Playboy interview invitation, preferring instead the Ladies Home Journal. However, the magazine's editor said to-day he had never been offered an interview and that last year the White House had actually asked Playboy to come and interview the President, but that it had not been possible to work out a time for this.

With most local polls continuing to show the election extremely close in most parts of the country, all the candidates have been busy trying to avoid costly last minute mistakes. Mr. Ford has been seeking to look *presidential in his comments* about foreign policy but this image has been somewhat undermined by his own running mate.

Yesterday, Sen. Dole was *forced to concede that after all* he does not think that either the Second World War or the Vietnam War were "Democrat wars." He has been insisting *they were for the past 10 days.* Further, he was forced into a retreat on the question of U.S. intervention in Yugoslavia.

He began by *saying* that, like Mr. Carter, he would not favour U.S. military intervention if the Soviet Union were to invade Yugoslavia. When told that Mr. *Ford had been criticising Mr.* Carter for saying exactly this and "telegraphing his intentions in advance," Mr. Dole said he thought he must have "*misspoken.*" *This is* a new word that has crept into the political vocabulary this year in place of the more conventional phrase "made a mistake," or the Nixonian term "inoperative."

Last night, in a half-hour television commercial in Chicago, Mr. Ford talked more freely about Watergate than at any time in this campaign, speaking of a "tragic betrayal of trust" and "dictatorial authority" in the White House under former President Nixon. The Ford Administration had eschewed Mr. Nixon's "imperial" attitudes, but he said he was still convinced that he had been right to pardon Mr. Nixon.

Newspapers across the country continued to endorse candidates to-day with a majority backing the President. But the Atlanta *Constitution,* the *major* newspaper in Mr. Carter's native Georgia and one which has bitterly attacked him in the past, came out for the Democratic *candidate, as did the Detroit Free* Press, the largest and most influential newspaper in Mr. Ford's home state.

The Atlanta newspaper said that "*Mr. Carter was an effective* administrator while Governor of Georgia and demonstrated that rare combination of concern about management and a more *personal concern* that the elderly, the poor and the disadvantaged should receive help in every way possible."

Sen. Walter Mondale, Mr. *Carter's running mate,* was rapturously received in a Polish section of Ohio to-day as he continued his pilgrimage through major industrial states which is *designed to help get out the vote.* The Democratic Party and organised labour are now at work round the clock in an effort to ensure a large Democratic vote which they believe is likely to be the key to a Carter victory.

McCarthy's legal fight

BY JUREK MARTIN

WASHINGTON, Oct. 27.

MR. EUGENE McCarthy yesterday was knocked off the Presidential ballot in Virginia and reinstated in New York, which is a pretty accurate *reflection of the* average day's campaigning by the one-time anti-war hero, who is now running as an independent.

As it currently stands, and it is eternally subject to change, Mr. McCarthy's name will be on the ballot in 30 States on November 2. He is by far the most significant of the seven minor candidates who are also contesting the election.

Theoretically, Mr. McCarthy *remains a threat to Mr. Jimmy* Carter in that he could draw liberal support away from him in some of the key bigger States and thus turn those States over to President Ford. Republican strategists have calculated that he could garner between 4 and 10 per cent. of the vote in States like New York, Michigan, Wisconsin and Illinois, though pollsters like George Gallup give him much less.

But the McCarthy campaign, it seems, has been run almost entirely in the courts of law as he has struggled for ratification of his candidacy across the country against what he considers to be a quasi-conspiracy designed to protect the two party system.

Of course, it is the Democrats who have been leading the legal opposition to his candidacy, simply because he is perceived as a threat to Mr. Carter. This *was the case in both New York* and Virginia yesterday, as it was in the Federal Election Commission last month when he was denied access to Federal funds (if he gets five per cent. of the vote next Tuesday, then he will be entitled to subsidies for the future).

THE CONFERENCE ON RHODESIA

Colonial hangover in Geneva

BY BRIDGET BLOOM, AFRICA CORRESPONDENT, IN GENEVA

AT THREE O'CLOCK this afternoon, Mr. Ivor Richard, Britain's ambassador to the United Nations, will formally open the first session of the British-sponsored Rhodesia conference. Few people here are betting on a successful outcome. Journalists are perhaps more gloomy than diplomats, the politicians involved are mostly enigmatic. Whether it is the history of failure over the past 11 years to find a way out of the Rhodesian deadlock, or whether it is the spate of apparently diametrically opposed views of the conference's purpose which have come from its participants over the last week, the best odds available are no more than 50-50.

This is without doubt the most complex colonial-type negotiation Britain has ever faced. That Britain has no power in Rhodesia is well known, but in every other negotiation since Rhodesia's *UDI* there has been only one other participant—the Rhodesian Front Government. Now there is not only Mr. Smith but four African delegations who agree that they want majority rule but so far agree on little else. There are at least 150 delegates (though probably only around a dozen are to be seated directly at the negotiating table) and to add to the numbers, there are observers from all four African frontline states as well as from the Organisation of African Unity and the Commonwealth.

To try to present the basic issues in a simple or clear cut *fashion is, in these circumstances,* obviously hazardous. However, trying to pare away the relatively inessential at this stage, there are two central questions.

The first revolves around Mr. Smith, and those who brought pressure on him to broadcast, on September 24, his acceptance of majority rule in two years. *If* Mr. Smith is not prepared to negotiate the formation of an interim Government which gives the African nationalists here real power then the conference wil not get past first post. The second question is whether, if Mr. Smith does negotiate such a transfer, the Africans will be able to agree on what follows.

So far, the omens on the first point do not look good. Mr. Smith arrived in Geneva a week ago declaring that the so-called Kissinger package, which he had announced in his September 24 broadcast, following his talks in Pretoria with the U.S. Secretary *of State was not negotiable.* He repeated this view on Saturday, and again, with some adjustment, on Monday. He has said nothing since publicly.

Mr. Smith maintains that five points of the six-point package were not only agreed with Dr. Kissinger, but were approved, before his broadcast, by the frontline presidents speaking on behalf of the nationalists now present in Geneva. Of the five points, three — acceptance of majority rule in two years, a meeting between black and white to establish an *interim* government and eventual legislation from Britain and Rhodesia to put the settlement into effect—are not contentious. Neither, particularly, is the fourth, which is the removal of sanctions and cessation of war once the interim government is set up.

The bone of contention is the nature of the interim government, for as Mr. Smith sees it, effective power would be left in white hands for the two years interim period. *He has publicly* said that the purpose of the conference is to set up the Council of State, with its equal black and white membership and its white chairman. Though that chairman would have no casting vote, and though the second tier Council of Ministers would have a black majority, Mr. Smith clearly sees the Council of State as possessing blocking powers if not an outright veto over the majority government.

This interpretation is rejected by every single nationalist leader here. All believe, and will insist, that there must be a real transfer of effective political and administrative power from white to black in the interim government. There are some differences of emphasis, and some of substance, on precisely what would be demanded. Mr. Robert Mugabe, for example, leading the Zanu delegation, publicly insists that the white army should be disbanded, and replaced by members of the guerilla forces. Others believe that this is unrealistic, but that ways must be found to "neutralise" the white army *and police force.* But none accepts Mr. Smith's insistence, for example, that the Law and Order and Defence Ministries must be held by whites (who the Rhodesians say must be from the Rhodesian Front), and all, in fact, reject the proposals as announced by Mr. Smith as even a basis for negotiation.

Although there has been a great deal of public debate, largely instigated by the Rhodesians, about the exact status and nature of the Kissinger proposals, at this stage in the conference they are largely irrelevant—unless of course Mr. Smith sticks by his version of *them to the letter, in which case* the conference breaks down.

The new reality is that, whatever Dr. Kissinger agreed or did not agree with Mr. Smith, the *Africans, feeling that history is* on their side, want much more than Mr. Smith is apparently prepared to give.

The first question which is no doubt worrying Mr. Richard therefore is the degree to which Mr. Smith can be made to change his publicly stated view. No one here, least of all the British, want Mr. Smith to come to the *conference* and repeat what happened the last time he met the nationalists, on the Victoria Falls bridge in August 1975. Then Mr. Smith declared that the agreement worked out in Pretoria, with South African and Zambian mediation, was a "take *it or leave it*" a package, *and* the conference broke down barely before it had begun.

A pensive Mr. Smith in Geneva.

Some observers here saw some shift in Mr. Smith's position between *his* Press conferences at the week-end and that on Monday, after he had heard reports that Dr. Kissinger had stated (not in fact for the first time) the package to be negotiable. In particular, the Rhodesian Prime Minister said that the interim period could be less than two years, and that some details—such as the membership of the Council of State—could be negotiable within the framework of the agreement.

However, *many people* still fear that the Victoria Bridge parallel could prove accurate and that Mr. Smith (who said on Monday that Rhodesia could be "immeasurably strengthened" if the talks failed) will stick to his all-or-nothing stand. They fear he will try to put the blame for breakdown on the "irresponsibility" of the Africans, in the hope, as one diplomat put it, that his halo in the Western world will remain relatively intact and that he will get renewed support, arms supplies and trade outlets, from South Africa in particular.

Whether or not Mr. Smith does change *will depend* on many factors, including the skill of the chairman. But most of all, it will depend on whether those pressures which brought the Rhodesian Premier to accept majority rule in the first place will be continued. A visit by Dr. Kissinger to Geneva at this time *seems unlikely,* but it would be surprising if Washington and Pretoria were prepared to see the whole exercise fall without a further effort to put it back on the rails.

But if Mr. Smith were to make the necessary concessions, what then? So far (and especially given their deep historical divisions) the African delegations have shown a remarkable degree of unity on central points. They agree on majority *rule: that* two years is too long for an interim government; that that government should have effective power; and that until it is set up, the war will go on.

All this week, they have been working on the possibility of presenting a common front (if not a common *position paper) at* to-day's opening, with the main alliance being the so-called patriotic front between Mr. Joshua Nkomo's faction of the African National Council (alias the former Zapu) and Mr. Robert Mugabe's Zanu. It was still not clear yesterday evening whether Bishop Muzorewa's *faction* of the ANC would join the front—there are important divisions still between him and Mr. Nkomo, as there are perhaps even more profound differences between what is now the Zanu offshoot, led by Mr. Sithole, and Mr. Mugabe. But certainly the patriotic front seemed *to* be working towards a position where they would insist that the Kissinger package be dropped, Britain fix a date for independence no more than a year away, and *that* negotiations on an interim government then be started.

For as long as this remains a starting position for negotiations, unity could well be maintained. But the problems are likely to begin as soon as real bargaining begins. There is an immense range of subjects to be discussed, from the release of detainees, through the ordering of security and defence to economic and social administration. There are conflicting views on all these matters within the nationalist groups, each of whose leaders must think of their own political constituencies — some of whom for example include guerilla forces, and some do not; some have proved internal popular support and some do not. And on top *of* all, will be personal and power rivalries and the vital question of who gets which jobs.

Mr. Ivor Richard, and his officials here are well aware of the *problems and pitfalls* and they seem to have got agreement, so far at least, that the conference should be played in as low key as possible, and as far as possible out of the public eye, at least in the opening stages. The aim appears to be to avoid an early confrontation, in the hope that behind-the-scenes activity, by them and by the observers of the frontline Presidents, the U.S. and others, will slowly build up some sort of confidence, at least to the point where no one will walk out. The motto seems to be "give us ten days, and we just could have a settlement by Christmas." But, few people with any experience of Rhodesia are taking bets yet.

OTHER OVERSEAS NEWS

New China criticism of Russia

By Colina McDougall

PEKING MADE a fresh attack on the Soviet Union yesterday in a People's Daily article that accused Moscow of "naked interference" in Japan's domestic affairs. Radio Peking relayed excerpts of the article in which the Soviet Union was criticised for bullying the Japanese over the case of the MiG 25 fighter plane flown to Japan by a defecting Soviet pilot.

It also attacked Moscow for opposing Japan's plan to extend territorial waters from the present three miles to 12. *In addition, it criticised* the Soviets for refusing to return the four islands to the north of Japan which Soviet forces have occupied since the end of *the Second World War.*

This new blast against Moscow came only two days after Soviet leader Leonid Brezhnev said Russia stood ready to normalise relations with China.

So far Peking has given no encouragement to efforts by Moscow to improve the climate of relations between them. It has been suggested that one charge against Chairman Mao Tse-tung's widow, Chiang Ching, and her associates, who are at present under fierce attack in China, may be that they favoured a thaw with Moscow.

In that case it seems unlikely that there can be any change in attitude at the moment. Moscow, meanwhile, has not yet congratulated Chinese leader Hua Kuo-feng on his appointment as Chairman of the Communist Party, and appeared to be waiting to see the reaction to messages from party leaders in Bulgaria, East Germany and Poland.

Within China, however, signs of a slight thaw have appeared on the cultural front. The New China News Agency published a report marking the 40th anniversary of the Chinese writer Lu Hsun which praises some foreign writers, including two Russians.

Meanwhile, more details of Chiang Ching's plot with her radical associates were published in an official provincial paper. It stated that they had sent the now-disgraced party vice-chairman Wang Hung-wen to see Chairman Mao to complain about the Premier, Chou En-lai. They opposed Hua Kuo-feng's appointment as acting premier after Chou's death, and forced a "so-called last adjuration."

Investment boost planned to revive Japanese output

BY DOUGLAS RAMSEY

TOKYO, October 27.

Declaring that strong measures are needed to revieve Japan's industrial production, including a cut in long-term interest rates, Mr. Toshio Komoto, Minister for International Trade and Industry, to-day *announced a preliminary* expansion programme.

He expressed grave concern at the present stagnation in business activity, with preliminary figures for September showing that the country's industrial output was barely higher than last March—clear evidence *that in spite of booming exports,* the economy is still in a rut.

The figures, released by the Ministry for International Trade and Industry (MITI), show that industrial production declined by 1 per cent. for the second consecutive month (after the August drop of 1.7 per cent.).

Mr. Komoto told the Press to-day that, while there have been large increases in planned investment, they have yet to be translated into plant and machinery orders. MITI would increase loans to smaller business, provide more money for private residential construction, stimulate investment both in the electricity power industry, *and in oil refining, as well as* examine more far-reaching measures for emergency use later in the year.

The September mining and *manufacturing index now stands* at 121.7 (compared with 100 in 1970) less than it was at the start of the 1976 fiscal year in April, after an abrupt 5.8 per cent. increase in production from January to March. While those early results led many Japanese forecasters to upgrade the Government's GNP prediction from 5.6 per cent. to 7 per cent., most economists have now backtracked to the original figure, which itself may yet prove beyond Japan's grasp.

It is doubtful whether Mr. Komoto's plans will give a major impulse to the firmly stalled recovery. In aggregate terms, industrial production was down 0.9 per cent. in the third quarter of 1976 on the previous quarter, when hefty April increases resulted in a second quarter increase of 5.4 per cent. between January and March. Since then output has taken one step forward and two steps backward, and MITI officials are predicting a further decline for October *which could easily throw Japan's* industry back to March production levels (122.5 on the 1970 index).

Looking to November, MITI anticipates a strong rise in production of 4.6 per cent., though much of this will be a seasonal high. Even so, production to December *will probably be static* and the only major hopes for the last quarter of the fiscal year are pinned on a resumption of consumer expenditure. MITI reckons *durable consumer goods account* for 10 per cent. of industrial output, yet in September production of these durables fell 6.2 per cent., on top of an August drop of 2.6 per cent.

MITI is looking at various ways to stimulate recovery. Prime Minister Takeo Miki is in favour of a tax cut, but the Finance Minister, Mr. Masayoshi Ohira, disagrees. MITI, for its part, is investigating various business incentives, but they would require a supplementary budget which Mr. Ohira has vetoed because of Japan's growing public spending deficit.

Syrians ready for new Lebanon role

BY IHSAN HIJAZI

BEIRUT, Oct. 27.

SYRIAN FORCES here are getting ready to change colours and role in order to join the Arab peacekeeping force now endorsed by the Arab summit which ended in Cairo last night.

According to reliable sources, Syrian troops in the north-eastern mountains of upper Maten began to pull out of their positions and were being regrouped at the hilltop of Medeirej on the Beirut-Damascus highway. Before they left, the Syrians told Lebanese villagers that they were seconded to the Arab peacekeeping force.

In the Jezzin area in the south, Syrian soldiers were seen painting their tanks and other military vehicles white, the colour of the Arab force.

The Syrians are expected to provide half the 30,000-strong force. Initially, the Syrians will contribute 9,000 troops with their equipment to the force which has been placed under the direct order of Lebanese President Elias Sarkis. This is about a third of the total Syrian forces in Lebanon.

Although the overall commander is expected to be Lt. Gen. Ali al Shayer of Saudi Arabia, Mr. Sarkis was reported to be thinking of appointing a Lebanese commander as well.

The first function of the force is expected to be the reopening of the Beirut-Damascus highway. Control could be stretched all the way to the closed Beirut airport.

Right-wing displeasure with the summit resolutions could spell out future trouble, however. Mr. Camille Chamoun has already said no Arab forces will be allowed into the Christian-held areas. Mr. Bachir Gemayel, commander of the right-wing militias and head of the Phalangist military council, was quoted as saying that he was not optimistic about the outcome of the Arab summit.

Israel wary of border moves

TEL AVIV, Oct. 27.

PRIME Minister Yitzhak Rabin says Israel is alert to changes in Lebanon and "will not be surprised." His statement took on special significance in the light of reports from Beirut of joint action by Syria and the Palestine Liberation Oragnisation against the arrangement of convenience between Israel and Christian communities in southern Lebanon.

A commentator on the Government television station said the movement of Syrian and Palestinian reinforcements into southern Lebanon may well be seen as crossing the danger point, after which "Israel will have to take steps."

"The policy of Israel is not to intervene in the internal affairs of Lebanon," Rabin told Parliament in Jerusalem. He said Israel had a humanitarian duty to help the villagers of southern Lebanon, "and we shall extend aid to our neighbours *whenever they appeal to us for* aid."

Qater sewage schemes

Two contracts with a total value of approximately £615,000 have been awarded to the contracting division of Mather and Platt (Exports) by the Qatar Ministry of Public Works. Pencol, John Taylor are consulting engineers for both schemes, which are concerned with sewage and irrigation schemes in and around Dohha, the State capital. Both contracts cover procurement, shipping, erection and commissioning of the equipment.

Guerillas press siege in Eritrea

Eritrean rebels are besieging t last Government position in the northern part of Ethiopia' Eritrea province and Addis Abab has lost at least five aircraft an 100 men in attempts to reinforc its troops there, travellers arriv ing in Khartoum told Reute yesterday.

Travellers said the rebels fight ing for an independent Eritre have surrounded Nacfa, a smal town about 100 miles north o the Eritrean capital of Asmar for the past four weeks. Th Government has been unable t reinforce its troops there wh are runnnig out of supplies.

Sri Lanka budget

Estimates of revenue and expend ture presented to the Sri Lank Parliament yesterday show record budget deficit Rupees 3.33bn., writes ou Colombo correspondent. Ma items of increased spending a food subsidy and education.

Zambia rail link

Landlocked Zambia is to have rail-link to the East African coa through neighbouring Malaw Zambia's Minister of Transpo and Communications said yeste day, Reuter reports.

Brunei invests

Brunei has placed near Singapore$130m. in the lo money market in the last tw days, according to bankin sources, writes our Singapore co respondent. Most of it had bee placed for varying periods a little on overnight, thus depres ing the already lowered month to one-year rates.

Philippines vote

Filipinos voted overwhelmin for the continuation of Presid Marcos' martial law regime a authorised him to assume add tional strongman powers, accor ing to final referendum resul announced yesterday, Reut reports.

Thailand arrests

Hundreds of people have be detained under a catchall milita decree permitting detention wi out charges for an unlimit period, officials in Thailand to Reuter yesterday.

Egyptian flour mills

East Delta Flour Milling Egypt has placed an order wi Henry Simon (a Simon Foo Engineering company), for flou milling units at a cost of £3.72 Two of the units will be situate in a new building at Suez a the others will be at Port Sa and Ismailia. Each will have 24-hour input capacity of 1 tons of wheat.

ON OTHER PAGES
International Company News
Gloom at Grangesberg
Komatsu CDRs 28/
Farming and Raw Materials:
Record world wheat crop ....

هكذا من الأصل

WORLD TRADE NEWS

Plans for export restraint denied

Our Own Correspondent

TOKYO, Oct. 27.

H Japanese Government tals and industrial spokes- said to-day that Japan has plans to recommend volun- restraints on exports to tern Europe in the near re, except in the case of

ey were commenting on a ment in Brussels yesterday oshio Doko, president of the ration of Economic Organi- ns (Keidanren).

wever, sources in Tokyo ted yesterday that this res- e from the Government is tely to have any effect on ing voluntary agreements een Japanese and European tries.

Doko, who is leading a anren delegation currently ng Europe, said the mission epared to recommend volun- restraint of exports to its nment in an effort to cut country's growing trade sur- with the EEC.

e electronics Industry Asso- n of Japan said the industry plans to restore voluntary ol over its exports.

yota Motor said it did not to exercise voluntary con- over its exports to Western pe and beileves other iese automobile manufac- g companies are in the position. A spokesman for Ministry of International and Industry said Mr. was probably expressing nren's hope.

Japan's ship export orders well ahead of expectations

BY CHARLES SMITH

TOKYO, Oct. 27.

JAPAN'S ship export orders during the first half of the current fiscal year (April to September inclusive) are running well ahead of expectations, the Japan Ship Exporters' Association revealed to-day.

Orders booked during the six month period totalled 3.143m. gross tons compared with orders of 2.077m. tons in the first half of Fiscal 1975.

This means that the industry is running far ahead of the export order target of 5m. tons which it set itself at the beginning of the year. The 5m. ton target was upgraded recently to an export forecast for the year of 5.4m. tons but there appears to be a good chance that this too might be exceeded.

The Ship Exporters Association attributes the strong performance of export orders primarily to the fact that prices have stopped falling.

Shipowners are thus buying in order to avoid having to pay more when the market picks up further. Another important factor is the price differential between the Japanese and European shipbuilding industries.

The Japanese admit this is substantial although they "doubt" Press estimates that the difference is sometimes as high as 40 per cent.

Japanese ship export contracts are nowadays almost always written in yen. The fear by importers that the yen might strengthen (justified during the past six months) could have been another factor in accelerating the placing of ship orders.

Despite the impressive volume of new orders the share of ships in Japan's total exports declined slightly in the first six months of the fiscal year, to 10.4 per cent. compared with 10.8 per cent. a year earlier.

Exports were up 18 per cent by value on a customs clearance basis to a total of $3,525m.

Anglo-Soviet talks on gas deal

BY MARGARET HUGHES

A SOVIET delegation is currently in Britain to negotiate a contract for the construction of gas compressor stations, which could become the biggest deal in the history of Anglo-Soviet trade.

Originally the Soviet team had been expected to visit Britain in August but the visit was postponed for what were understood to be strictly routine reasons.

The British contractors involved in the negotiations are GEC Gas Turbines, a subsidiary of GEC and COBERROW, a consortium made up of Cooper Bessemer, Rolls-Royce and Williams Brothers.

The contract is for the construction of gas compressor stations built around 50 lightweight turbine-gas compressor units powered by Rolls-Royce manufactured Avon engines.

These stations are intended to pump gas through more than 600 miles of gas pipeline running south west from western Siberian gas field to the Ural mountain city of Chelyabinsk.

The deal is understood to be worth over £100m. and if awarded to British companies would provide a much needed fillip for Anglo-Soviet trade, which has never quite lived up to the high expectations foreseen in February, 1975 when the then Prime Minister Harold Wilson announced the £950m. special export credits deal with the Soviet Union.

Only last week both Mr. James Callaghan, the Prime Minister, and Mr. Edmund Dell, Secretary for Trade, expressed concern at the miserably low level of trade between the two countries, pointing in particular to a rise in U.K. exports to the Soviet Union in the first nine months of this year of only 12 per cent. compared with an increase in Soviet exports to this country over the same period of 82 per cent.

So far only £42m. of the special credit has been utilised by the Soviets despite assurances from very high levels earlier this year that almost all of the credit would be used by the end of this year.

If the gas compressor contract does finally come to Britain it could well open the way for Soviet purchases of hundreds of additional lightweight turbine gas compressor units for more than 18,00 miles of gas pipeline scheduled to be laid during the current five-year plan.

Reed may develop big timber tract

TORONTO, Oct. 27.

REED PAPER said it will be granted a 21-year licence to develop a 19,000 square mile tract of Crown timber in north western Ontario, if studies prove the proposal to be feasible and environmentally sound.

The company said a memorandum between the Ontario government and Reed Limited, its principal subsidiary, calls for an 18-month study of the proposed project by the Ontario Resources Department.

The area includes 12,200 square miles of productive forest and an estimated 6,700 square miles of unproductive land, Reed said.

Reed said it will repay the Government for inventories and studies if the proposal proves feasible and a licence is issued, and will finance studies on the area affected by the first forest operating plan.

The company said the memorandum proposes establishment of a kraft pulp mill with a 1,000 tons per day capacity and a sawmill or sawmills with an annual capacity of about 275m. board feet.

Reed added construction of a pulp mill at a Government-approved site would begin within two years of a licence being granted.

Reuter

Guyana line of credit

The Export Credits Guarantee Department has guaranteed the first line of credit for Guyana which Lloyds Bank has arranged with Guyana National Co-operative Bank. The loan will enable Guyanese buyers to place in the U.K. £5m. worth of contracts for capital plant and associated equipment.

BUCHAREST TRADE FAIR

Hopes for U.K. exports

At the close of the Bucharest International Trade Fair this week, most of the 36 British participating companies, representing a total of about 150 U.K. companies, were pleased by the commercial progress made during the Fair. A number of contracts were signed by them, ranging in value up to £500,000, and in addition most companies found the Romanians buying all their goods off the stand.

The principal British visitor to the fair was Lord Goronwy-Roberts, Minister of State at the Foreign Office, who combined Governmental discussions with a visit to the fair.

In addition to signing agreements covering double taxation and the protection of investments, he also visited the Romanian factory manufacturing parts for the Islander aircraft, another making parts for BAC and the factory, yet to start production, which will make Rolls-Royce Viper engines under licence.

Referring to his talks at the Ministry of Foreign Trade, Lord Goronwy-Roberts said that they had been very constructive and covered a lot of ground. From the Romanian point of view, one of the main problems discussed was the imposition of import controls on Romanian suits, shoes and shirts and the anti-dumping measure recently taken against Romanian exports of polyester fibres.

While these measures have not been received kindly by the Romanian Government, trade results for the first eight months of this year showed a surplus of £3.5m. to the Romanians out of a total trade turnover of £63m., thus reducing the strength of their complaints.

On the other side of the coin, certain British companies have complained about late payments from Romania. While most of these problems seem to be sorting themselves out, there is no doubt that the Romanians are short of hard currency. Companies report pressure from Romanian purchasers to conclude some form of counter trade and in particular to conclude cooperation agreements, where part of the cost of the equipment bought is covered by the supply of goods manufactured in Romania.

Romanian officials state, however, that they are satisfied with the £100m. credit offered by the Export Credits Guarantee Department over the next two years, to cover the purchase of British goods by Romania.

The falling value of the pound also makes British goods more attractive, and while Romanian trade officials maintain that they look primarily for the best product and technology, there is evident pressure on the foreign trade enterprises to achieve the minimum prices.

Nonetheless, most British companies at the fair reported that they expect considerably increased sales next year, and the official estimate puts British exports at £60m. next year, comparing favourably with the £39.8m. exports achieved in 1975. Following the floods last year, Romania placed a moratorium on on all trade with the West, and cancelled some orders already made, resulting in a substantial reduction of imports from the West.

But while British exports have obviously been affected by this stoppage, exports from other western countries, notably West Germany have dropped much more sharply. West German exports for the first seven months of the year dropped from DM1,138m. in 1975 to DM725m.

Under the 1976-1980 Five Year Plan, the target for industrial growth is put at 10-11 per cent., with the main priorities on the chemical industry, metallurgy and, in particular, the steel industry, where production is to rise from 9.5m. tons in 1975 to about 17m. tons in 1980, heavy engineering, electronics and automation and mining, both for lignite and copper.

Large projects are to be built in those fields, in addition to the development of a nuclear power programme, the building of the metro in Bucharest, new machine tools factories, the opening of a small car project and other major investments. Agriculture is also scheduled to increase production considerably.

With the exception of certain large projects under discussion in the aircraft and nuclear fields, it would seem that British companies will generally score in the supply of items of industrial equipment of relatively small value. Romanian policy concerning the large new projects to be built over the next five years is to manufacture as much as possible within Romania and only to buy individual items of high technology from the West. It does not seem to be Romanian policy to buy complete plant from the West, as has been the case with certain other Comecon countries, notably Poland.

However, it is clear that there are practically no opportunities for the sale of consumer goods to Romania. Certain cosmetic companies have sold products on a sale or return basis, but the value remains very low.

The political relationship between Romania and Britain has improved considerably following the visit by Sir Harold Wilson in September, 1975, when the two sides pledged to increase trade by two-and-a-half-times by 1980. This has been followed by a host of visits to Britain by Romanian Ministers, including the visit of the Foreign Trade Minister, Mr. Ion Patan, in March. Judging by the mood of the participants at the trade fair, this activity will pay considerable dividends, especially during the early part of next year, when a number of contracts are expected to be signed.

)ubai rder for unley

NARD SUNLEY and Sons signed a contract with His ness Sheikh Rashid, ruler Dubai for supplementary s to the Dubai international and exhibition centre. of supplementary works pproximately £53m. bring- e total value of the project 9m.

Loan for Kenya

global loan equivalent of Units of Account (about . Kenya shillings) has been ed by the European Invest- Bank to the Development ce Company of Kenya K), which will on-lend the , with the EIB's agreement ach case, to support the opment of various trial ventures throughout country. This is the first to be provided by the EIB its own resources under the of the Lome Convention lso the first financing opera- y the bank for investments English-speaking African ry.

U.K. sales increase 25%

BY DAVID LASCELLES

MOSCOW, Oct. 27.

ANGLO-SOVIET trade increased 45 per cent. in the first nine months of this year, according to preliminary rouble figures released here to-day by the Minister of Foreign Trade.

The total turnover reached Roubles 956m. of which exactly two-thirds were accounted for Soviet exports to Britain. However, the Russians point out that the U.K. sales rose by 25 per cent. to Roubles 31m. This growth is well above the average for Soviet imports as a whole over that period, they say, and contradicts the view that they are not channelling enough business to Britain.

British figures for the same period show a slower trend, as was underlined by British Ministers at the recent anniversary meeting of the Soviet-British Chamber of Comerce.

Avrail move 'unfortunate'

BY KENNETH GOODING

CARACAS, Oct. 26.

THE DECISION of the U.K. consortium Avrail, in which the NEB has a 35 per cent. stake, not to tender for a multi-million Venezuelan railway project was "very unfortunate," said Mr. John Lang Taylor, U.K. Ambassador, here to-day.

Avrail pulled out of the running because of the highly unusual contract conditions and because it believed the cost would be more like £1bn. against the £350m. the Venezuelans are budgeting for.

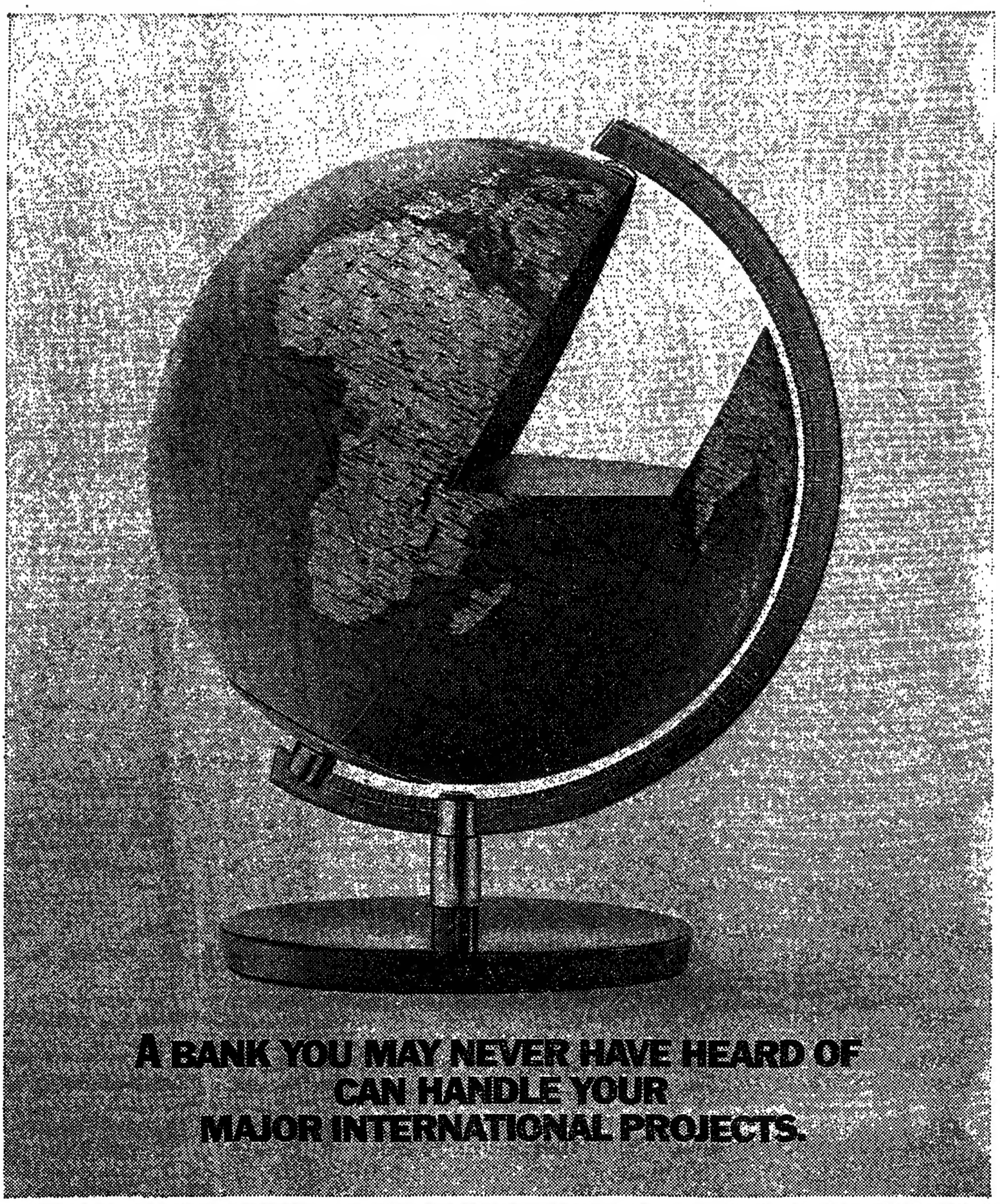
Mr. Taylor said: "If they had waited, they probably could have negotiated something more sensible."

Prospects for the U.K. look much brighter as far as the Caracas Metro contract is concerned, Mr. Taylor added. A consortium led by GEC is "right up among the front runners" for the £200m. electro-mechanical part of the project.

Similarly, the British had a good chance of being involved in the next phase of Venezuela's steel industry expansion, still some time away.

Low and Bonar deals

Middle East export contracts totalling over £1.5m. have been awarded to Bonar, Long. The Dundee-based subsidiary of Low and Bonar Group in Abu Dhabi and Libya for supply of system and distribution transformers.



BP starts new drilling phase in deeper waters

BY RAY PERMAN, SCOTTISH CORRESPONDENT

SEA CONQUEST, BP's new exploration rig, leaves to-morrow for the area north of the Forties Field replacing Sea Quest, the most successful rig and the one which can claim to have discovered North Sea oil.

The changeover marks the beginning of a new phase in drilling which will take exploration into deeper and more remote waters.

Crews have been transferred from the old rig to the new while both have been anchored in the Firth of Forth.

Sea Conquest will begin her drilling programme in block 14/15 in the nothern North Sea in a depth of 450 feet. But she has been designed to operate *in depths of up to 1,500 feet to* take exploration away from the areas where finds have been made so far to the edge of the Continental shelf.

To cope with rough conditions the rig is equipped with complicated navigation and weather aids and can operate in waves of up to 30 feet. Sea Conquest *is an 8,800-tonne, self-propelled,* semi-submersible, designed in Norway and built in Finland by Rauma-Repola. She is chartered by BP from Celtic Drilling, the owners.

Captain Graham Harrison, BP's marine superintendent who brought the rig from the launching yard, said on board yesterday that she could drill in areas such as those north of Shetland, the Western Approaches, the Norwegian Trench, *west of Greenland* and off the Labrador coast.

BP has put Sea Quest up for sale. *She cost £3.6m.—compared* with £20m. for her successor—when launched by Harland and Wolff in Belfast in 1966. The asking price is between £7m. and £10m. and potential buyers are believed to have shown interest, possibly to take the rig to the Far East.

Although small by modern *standards, Sea Quest has had an* exceptional success record. In 1969 she discovered the Montrose Field, the first commercial oilfield in British waters, while on lease to the Amoco/Gas Council consortium, and in 1970 *she struck oil at Forties, one of* the biggest fields in the world now producing 315,000 barrels a day.

● British Airways Helicopters is buying a £1.8m. flight simulator for its Aberdeen base from Redi-*fon Flight Simulation. It will* be used to train pilots for the airline's North Sea and other operations. The machine will be the first to provide simulation of an oil-rig landing, it is claimed.

£2.9m. North Sea well abandoned

By Ray Dafter, Energy Correspondent

A £2.9m. EXPLORATION well, drilled by the Premier Consolidated Oilfields group 140 miles south-east of Aberdeen, *has* falied to find oil or gas.

Premier, which invested £350,000 in the venture as a result of its 12.1 per cent. interest, said yesterday that the *well on block 29/3B had been* plugged and abandoned as unsuccessful.

The company reported, however, that along with two other U.K. interests, it had participated *in a successful* gas well in Italy. Premier, GAOL, and Clyde Petroleum are among an international group which has been drilling onshore in the Giardinetto Permit, near Foggia in southern Italy. Details of the gas find are to be *issued* on completion of production tests.

Although the North Sea well *was disappointing*, it seems likely that the Premier group will sink another exploration well, probably on the adjoining block — 29/9. The group comprises Premier, Axel Johnson, Shaheen, Neste, Gulf, Petroleum Corpora*tion, and Page Petroleum.*

Premier confirmed yesterday that it was among the oil companies seeking new exploration licences under the Fifth Round allocations, expected in December or January.

Chrysler denials fail to sway Mitsubishi

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

MITSUBISHI MOTOR, the Japanese car company which says it is studying proposals to supply parts to Chrysler's European plants, stuck to its statement yesterday in the face of denials by Chrysler Corporation and officials of Chrysler Europe.

Lorries

A spokesman for Mitsubishi—which is 15 per cent. owned by Chrysler Corporation—said the company saw no reason to change its statement. He confirmed that it was studying a plan for joint production—and *added that a similar joint pro*duction plan for lorries was also under consideration.

The mention of lorries brings a significant new element into the situation, since Chrysler in Europe lags a long way behind its big rivals in the commercial vehicle field and badly needs new products to take up the *challenge.*

Dealers

Although Mitsubishi is stressing that the proposals for assembly in Europe will not prejudice its established dealer networks—it is aiming to set up dealers in Switzerland and West Germany to add to *its existing* network in Britain, the Netherlands, Belgium, Norway and Finland—there is no doubt that the continual rumours are annoying its European distributors considerably.

There are indications that these established dealers, some of whom have invested heavily in building up the Mitsubishi franchise for Colt Cars, will try to fight the European assembly plans.

People do not want authority

SIR DEREK EZRA, chairman of the British Institute of Management, says people are reluctant to move into positions of authority because they can see those positions being eroded.

The role of management has been weakened in recent years by Government intervention and the increasing influence of the trade unions, he says in an interview in "Management Review and Digest," the institute's quarterly journal.

"At the same time management is left with responsibility for running businesses or organisations and, of course, blamed if anything goes wrong."

But a *much sounder relation*ship was growing up between management and the unions. He believed many union leaders were taking "a very responsible and courageous attitude and this needs to be met with an appropriate response from management."

He calls for a reassessment of the role of management, so it can do its job more efficiently and become more attractive as a career.

Conference on tax avoidance

A ONE-DAY conference will be held in London next month to give directors and their companies *information on how to* minimise their tax bills.

The conference, entitled Tax Avoidance for Private Companies and their Directors, is being advertised in the British *Institute of Management's* quarterly journal, "Management Review and Digest."

The text of the advertisement reads: "There is a remarkable lack of published information of *any practical value on current* tax avoidance opportunities—largely due to the fact that tax experts are too busy (and too canny) to commit themselves to writing on the subject.

Accentuated

"The far-reaching recent changes in our tax laws have accentuated the problem by out-dating much of the existing information.

"This will therefore be a rare opportunity to confront two specialists in taxation as they explain the many ways now available to private companies and their directors for minimising the burden of taxation."

The all-day conference will be addressed by two barristers at *the Royal Garden Hotel in Ken*sington High Street on November 18.

The cost of the conference will be £54. No doubt the directors will be told if this is an allowable expense.

Cement prices up next month and more rises in 1977

BY MICHAEL CASSELL, BUILDING CORRESPONDENT

CEMENT PRICES are to rise *again and manufacturers* gave a warning yesterday that further increases are inevitable in 1977.

The Cement Makers' Federation said that manufacturing costs had continued to rise and an application for a 6 per cent. increase in prices had been submitted to the Price Commission. The increase, permitted by the Price Code, will take effect on November 4.

The latest rise will be the fourth this year. In January, manufacturers raised prices by 6.6 per cent. and this was fol*lowed by a further 2.7 per cent.* rise in May and one of 2.5 per cent. in July. The cement makers blame continuing increases in material and labour costs.

Yesterday's announcement of Novembers' increase was accompanied by a warning from the federation that some heavy kiln *fuel* prices increases were expected to hit the industry early in 1977. It was inevitable that, as in the past, these would have have to be reflected in prices to the consumer and further increases could be expected. Since May, 1974, th cost of a tonne of Portland cement has more than doubled to more than £18.

Cement sales last year fell by a little more than 4 per cent from the 1974 level, which wa 11 per cent down on the pre vious 12 months. This year sales are again expected to show a fall, possibly of about 4 pe cent.

New shipping services to Boston

By Our Shipping Correspondent

THE FIRST direct service from the United Kingdom to Boston by a North Atlantic conference shipping line will start nex month. United States Lines i offering an 11-day service fron Felixstowe and Liverpool and 10-day service from Greenock.

U.S. Lines already run weekly services to seven othe U.S. East Coast ports and the extension to Boston is aime largely at increasing shiploads which are running at 70-75 pe cent of capacity.

At present Boston-bound cargoes are transhipped from New York by a barge service U.S. Lines is opening an offic in Boston with a full complemen of sales, operations and docu mentation staff.

Commuters treated worse than cattle, says Marsh

BY JAMES McDONALD

SOME RAIL commuters travel in worse conditions than cattle have to endure. That statement, which will be heartily endorsed by many train travellers, comes from no less than Sir Richard Marsh, until recently chairman of British Rail.

Commuter trains are "dirty and scruffy because they are clapped out. Stations look like industrial slums," he said.

British Rail was the most advanced system in the world. Nevertheless, "if British Rail carried cattle in the conditions they carry some pasengers they would be prosecuted, and rightly so."

Sir Richard's trenchant views are put forward in an interview with Lord George-Brown, which is to be screened by Southern Television on Monday.

He also said that commuter services did not make money and that during his five years as head of British Rail no investment programme lasted more than six months.

Fastener industry wants monopoly probe deferred

THE BRITISH Industrial Fasteners Federation last night asked the Government to defer the reference of the industry *to the Monopolies and Mergers* Commission for two years.

A delegation from the federation met Mr. John Fraser, Minister of State at the Department of Prices and Consumer Protection.

Mr. Ken Peplow, the director of the federation, said that the meeting was to explain the *serious problems now facing the* £240m. a year fastener industry.

The timing of the inquiry, he said, could seriously affect the industry's ability to meet the critical problems facing it.

The Minister was given information about the growth of fasteners imports from the Far East, the problems of metrication, and the low level of market demand at present.

An inquiry into the nuts and bolts sector would "tie up management skills at a time when they are needed to keep the industry alive," the federation said.

Death of Lord Strathalmond

BY RAY DAFTER, ENERGY CORRESPONDENT

LORD STRATHALMOND, a for*mer managing director of British* Petroleum, has died in a London hospital. He was aged 60.

He practised as a barrister for three years before joining the exploration department of the then Anglo Iranian Oil Company *in 1950. Six year's later* he became BP's representative in New York and in 1959 was apopinted managing director of the Kuwait Oil Company.

In 1962 Lord Strathalmond was appointed managing director of BP.

In the following years he built a reputation as a negotiator. H's *skills were needed in the deals* with Atlantic Richfield, Sinclair and Sohio, in the establishment of BP in the U.S. and at meetings with Middle East oil exporters.

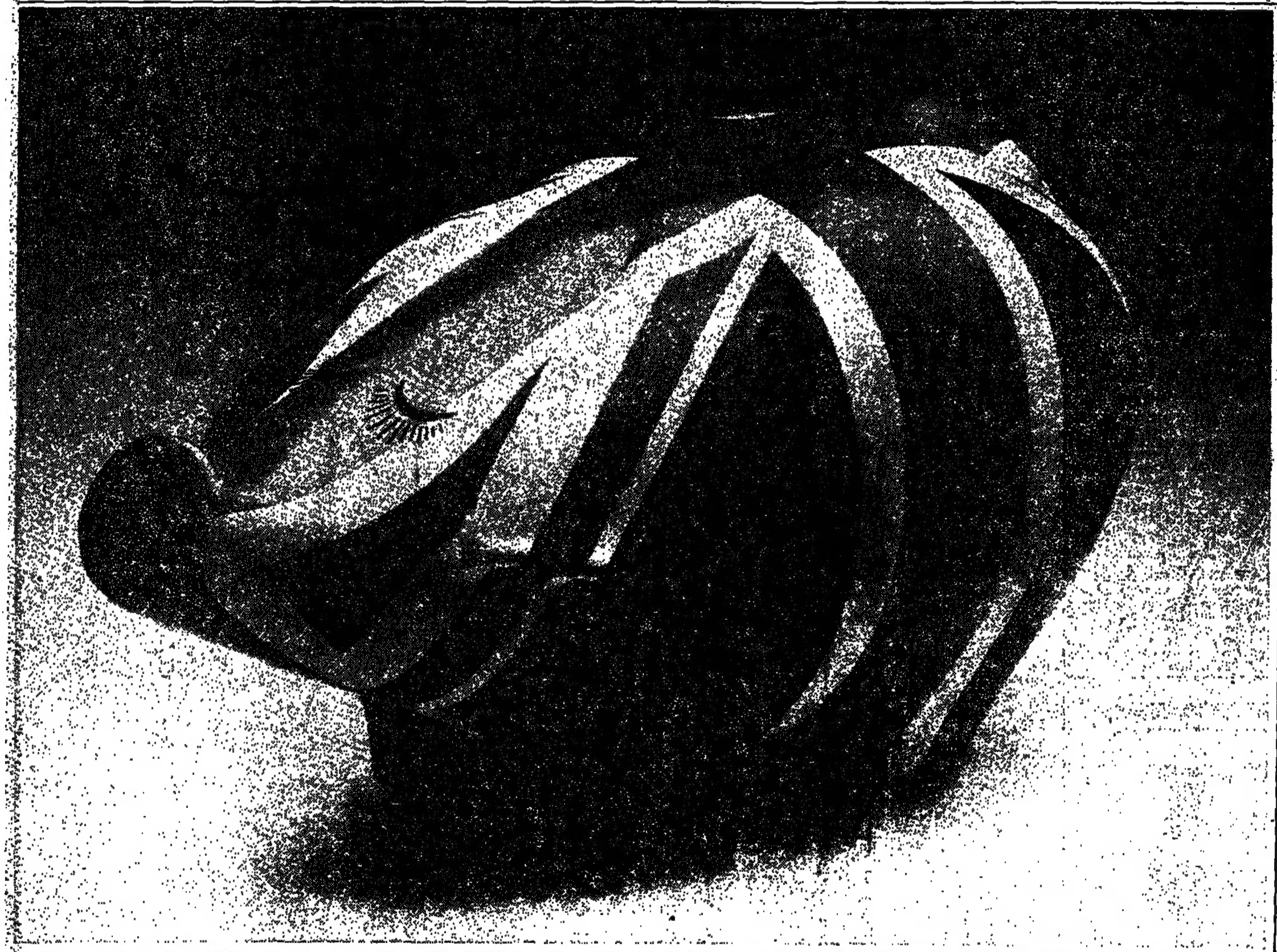
In 1971, in Tehran he headed the oil industry team in negotia*tions with Opec.*

A year later he retired as a BP *managing director* and became chairman of Govan Shipbuilders were he was faced with *new* problems. The future of the shipyards was a personal as well as commercial problem. Lord Strathalmond was born within a mile of the yards.

After his retirement from the BP Board in 1974 he ran a small stud at his Thames Valley home.

Costly fires

THE extra cost of fighting fires *in Lincolnshire* during the summer totalled £46,500. Fires dealt with by the county service rose from just less than 2,000 to 3,350 in the first five months of the financial year. Fees for part-time firemen accounted for *£30,000* of the total extra cost.



"How can ITT justify spending £31 million on imports?"

There's only one way to justify a big import bill.

An even bigger export total.

Which is exactly what ITT companies in Britain were able to deliver in 1974, when the recent economic recession was beginning to bite.

Selling products as diverse as undersea telephone systems and cosmetics, ITT exports totalled £57 million to set against the £31 million import bill.

In 1975, as business conditions became even tougher, ITT's figures were somewhat different from the previous year's.

Exports up to £68 million.

Imports down to £25 million.

Which is one trade gap ITT will be happy to see grow wider every year.

ITT companies in Britain include: Abbey Life Assurance, Ashe Laboratories, Excess Insurance, ITT Consumer Products, Rimmel, Sheraton, Standard Telephones and Cables and Standard Telecommunication Laboratories. For further information, including the latest edition of a 20-page publication "Facts about ITT in Europe," please write to 190 Strand, London WC2R 1DU.

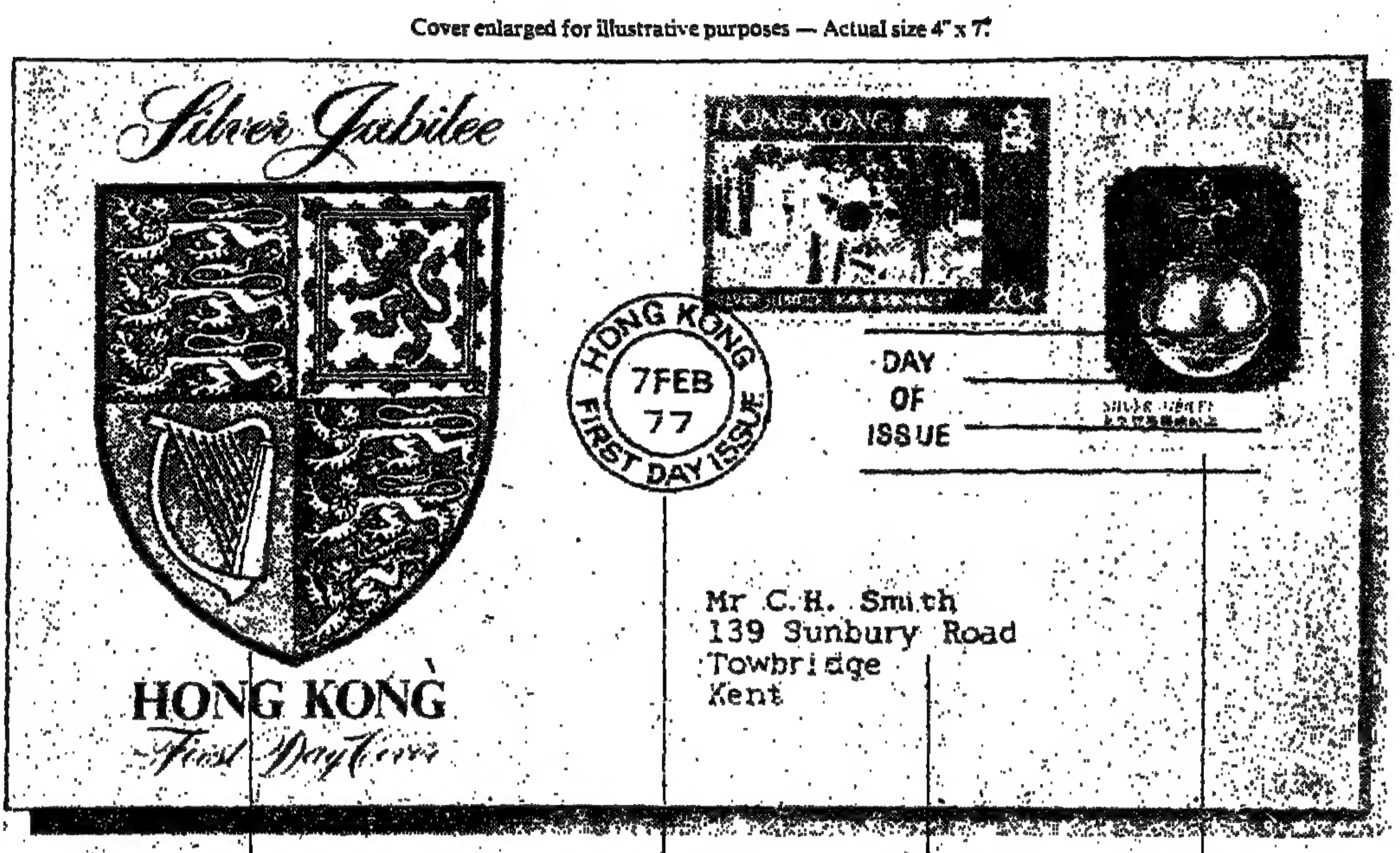
ITT

Cement pri
next month
more rises i

Commuters tr
worse than ca
says Marsh

Fastener indu
monopoly pro

Relocate
with
confidence
in
Cwmb



HOME NEWS

Anti-smoking fight unaffected by cash income, says Ennals

BY DONALD MACLEAN

THE GOVERNMENT would maintain its campaign against smoking and would not be deterred by income considerations Mr. David Ennals, Secretary of Social Services, told the Oxford Medical Society last night. Any lost revenue could be raised in some other way.

Mr. Ennals said that people who believed that the Government had a vested interest in smoking and the "vast revenue caught by the Chancellor's net" could be assured that the idea was nonsense.

Mr. Ennals said he was "determined to bring home to people the dangers of continuing to smoke and to young people the dangers of starting to smoke.

He said: "I want stronger health warnings on cigarette packets and advertisements, based on the advice of the independent Scientific Committee on Smoking and Health.

"There is no doubt that a decline in smoking would cut our present shocking death rate from lung cancer, as well as the death rate from heart disease."

Mr. Ennals also said that it was estimated that half a million people had a serious drink problem. It was necessary to bring home to people the dangers of "getting hooked on alcohol," but it was hardly possible to tell people not to touch alcohol at all. While reducing was one way to cut road accidents, the wearing of seat belts compulsory was another.

On other subjects Mr. Ennals said that there were still too many unwanted children born. Every effort should be made to ensure the full use of the family planning service.

Mr. Ennals said the health service was costly but while Briton was spending nearly 6 per cent. gross domestic product on health services other countries had passed 8 per cent. and might soon reach 10 per cent., if they had not already passed that figure.

"In some countries people are working four or five weeks a year simply to pay for their health services. We have not reached that stage yet. Before we contemplate it we would want to be sure that more expensive health services really would buy us better health." The experience of other countries did not "by any means" prove that it would.

Scottish economic recovery 'will fade'

BY RAY PERMAN, SCOTTISH CORRESPONDENT

A PREDICTION that the signs of recovery in the economy of Scotland, evident in the first half of the year, will have faded away after Christmas are made in a report published to-day.

The quarterly economic commentary of the Fraser Allander Institute, Strathclyde University, says that only exports are likely to exert a favourable influence. Recent cost increases will act as a disincentive to growth of production.

Other positive factors identified in the institute's last commentary in July, such as stockbuilding and the acceleration of manufacturing elsewhere in the U.K., have weakened dramatically while public expenditure cuts and the fall in real incomes have grown worse.

The institute expects production in Scotland to show no more than a modest increase at best during the next six months.

It expects unemployment to rise to 153,000 in January and to 156,000 by April. This week's seasonally adjusted figure for Scotland was 150,400, or 6.9 per cent.

Government policy

In the absence of a major shift in Government economic policy leading to a big increase in investment, there will still be more than 120,000 people out of work in Scotland during 1978.

In a special article, Professor James McGilvray says that there is little evidence that any immediate across-the-board cut in the level of public spending would bring an early switch of resources into exports or investment.

Quarterly Economic Commentary; Fraser of Allander Institute; 60p.

Goodison's broking firm links with Hart Morris

BY MARGARET REID

QUILTER HILTON GOODISON, the stockbroking concern of which Mr. Nicholas Goodison, the Stock Exchange chairman, is senior partner, is to merge with another broking firm, Hart Morris, it was disclosed last night.

The get-together is a further sign of the trend, in present subdued stock market conditions, for the number of stockbroking businesses to be reduced through amalgamations. Talks earlier this year about a possible merger between Quilter Hilton and Laing and Cruickshank were called off.

The business of Hart Morris is to be incorporated into that of Quilter Hilton and seven Hart Morris partners will become partners in Quilter Hilton. They are Mr. E. L. Cavaliero, Lord Cardross, Mr. N. K. De Courcy-Ireland, Sir William Goring, Mr. K. A. Maclean, Mr. J. W. R. C. Nicholas and Mr. F. K. Roberts.

Mr. R. L. Gossett, Mr. R. J. McDonagh, Mr. R. C. Scott and Mr. F. P. Seabrook, will join as associate members.

Hart Morris' senior partner, Mr. L. H. Hoskim, who has been in the Stock Exchange for 50 years, and Mr. T. M. Hearley will become consultants. The remaining partners of Hart Morris are to retire from the partnership.

The merger will take effect from November 29.

Heathrow to extend free jet air wave insurance

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE British Airports Authority is to extend free insurance for householders around Heathrow against damage from air turbulence in the wake of jets.

Vortex damage has occurred when big aircraft such as Jumbo jets pass overhead. It has caused tiles to to be blown off roofs—and other damage.

The scheme was introduced in November, 1974, to cover about 950 homes in part of Cranford under the final approach to Heathrow's northern runway.

Reports of further cases of vortex damage to houses outside the original area have led the authority to consider extending the area involved to include other parts of Cranford and parts of Heston and Hounslow. In all, about 10,000 additional homes will be covered.

The insurance, details of which are being circulated to all homes in the area, provides personal injury cover for the householder and his family and cover for the cost of repairs to roofs and other damage.

IN BRIEF

Ferry ahead of schedule

British Rail Sealink's 9,000-ton ship "St. Columba," which has been built for the Holyhead-Dun Laoghaire route will enter service two months ahead of schedule on May 1, next year.

Retirement

The chief executive of Glenrothes new town's development corporation, Brigadier R. S. Doyle, retires to-morrow.

Plant to extend

Firsteel Metal Products is to extend its plant at Hirwaun, Glamorgan. The company will concentrate production at the Welsh plant and close its works in London.

Cuts demanded

Chambers of Commerce in the East Midlands have called for immediate cuts in public spending to halt the fall of the pound. They say the Government has placed intolerable burden of taxation on companies instead of assisting productive industry.

Appeals rejected

Councils have no powers to pass resolutions prohibiting prize bingo, the Lords ruled yesterday. They held that prize bingo arcades are exempted by the 1968 Gaming Act from such action by local councils. Appeals by Leeds City Council and the London boroughs of Greenwich and Lewisham were rejected.

Political role

A more political role must be assumed by community relations councils. Aggressive campaigning against racism must take priority over welfare work, says a report by the Community Relations Commission.

Power warning

A major nuclear power programme in Britain could lead to armed private police forces, violent opposition to nuclear power, and the security screening of thousands of workers, according to a report by the Friends of the Earth, the National Council for Civil Liberties, and the Council for the Protection of Rural England.

Challenge on 'weakness' to Schools Inspectorate

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

SHARP attack on the Schools spectorate and the Department Education and Science has en made by Sir Alex Smith, airman of the Schools Coun-, in a letter to-day to the Prime nister.

The council, criticised by the pectorate and the department a brief prepared for Mr. Cal-han's speech on education 10 rs ago, officially oversees ool curricula and examina-ns in England and Wales. Its stitution guarantees teachers' ions a majority in its govern- body.

The chairman's letter quotes claim made in the brief that inspectorate is "the most werful single agency to influ- what goes on in schools, h in kind and standard."

f so, Sir Alex challenges, what the inspectorate been doing r the past decade or two dur- which weaknesses have been eloping in the school system?

et the brief, he adds, con-s not a word of criticism of inspectorate. "On the con-y, it blandly suggests an reased role.

Neither does the report con- any word of self-appraisal he Department of Education Science. Instead, it throws icism at others, at the her unions and at the ools Council."

y doing so covertly in a brief he Prime Minister, the letter plains, the department was ermining the council which, pite of its shortcomings and partnership which is "a ions, at least is working as ious achievement."

Criticism of unions is surprising, Sir Alex tells Mr. Callaghan, when the Government's policy is to involve unions fully in the making of policy and decisions. "I would add that I am as concerned as anyone at the steady infiltration into our social institutions of people with political commitment to tear down the fabric of our society."

The Schools Council chairman, who was an industrial manager before becoming director of Manchester Polytechnic, goes on to the worries expressed by the Prime Minister about relations between the education system and industry.

Two suggestions

The whole education service deserves some heavy criticism for the alienation that exists, the letter declares. But this position canont be changed by coercion, such as pressing young people to take particular courses.

"It will only be changed by changing attitudes, by making the involvement in the means whereby we earn our living attractive and enabling young people to understand its significance."

A nation which claims to be educated should "understand, support and take pride in the means whereby it earns its living. This is not achieved at present."

Sir Alex offers two suggestions for achieving this aim: the first is to enable schools to teach about industrial society as part and parcel of the country's culture, just as they teach about English literature and history. The Schools Council, he claims, is tackling the matter in co-operation with the Confederation of British Industry and the TUC.

"The second approach I would like to see is a correction of the imbalance in higher education which has been produced by an over-expansion of full-time study. It is not surprising to *me* that this causes an alienation, particularly in our most able young people, from the world of industrial work and a preference for the academic or professional career."

The most profound challenge confronting education is to construct "a new pattern of education based upon a partnership between the world of education and the world of work and that is something that calls out for a Government strategy."

● Worry about the shortage of mathematics teachers was expressed yesterday by Mr. Laurie Buxton, Inner London Education Authority's chief inspector for mathematics.

Only about one in every three of the authority's 1,000 primary schools has a maths specialist and the secondary schools could easily absorb a further 100 maths teachers.

Mr. Buxton was speaking at the introduction of the first of six booklets about the basics of maths teaching, which the authority intends to issue to heads of all its primary schools. The booklet emphasises that learning tables can lead to frustration among children if it *is forced on them before they* understand the meaning of the exercise.

Substitute tobacco aunch delayed

T DAVID FISHLOCK, SCIENCE EDITOR

ARETTES which incorporate tory-made form of tobacco unlikely to be launched com-lially before the middle of year. Dr. Herbert Bentley, rch director at Imperial cco, said yesterday.

e Hunter Committee, set up rovide guidelines on the cal acceptability of the new s of tobacco, would not be sing the final batch of data itted by his researchers e January.

e committee would need ps three months and, ing that it came to a fav-le decision, Imps would a further three months to re for a commercial lunch.

e smoking material, manu-red in Scotland by a com- jointly owned with ICI, is used to some extent as a case by the industry, ugh rival products are also examined by the com-e, which is chaired by Dr. rt Hunter, vice-chancellor rmingham University.

new factory at Ardeer in and began producing New ing Material last summer is now producing at about hirds of capacity.

e product — sometimes ibed as partially toasted ose—is being stockpiled in manufactured form, since ms regulations will not it to be turned into ettes until it has the er Committee's approval.

e company has about 100 oyees and expects to have hen it goes into full pro-on. But Imps will not dis- how long it will keep up nt output without clearance the committee.

Dr. Bentley expects Imps to launch New Smoking Material as a new brand, and not as an additive to an existing brand. But the material could be blended into its product range advantageously, from a health *point of view, at almost any point* in the tar-nicotine "league table," he claims.

This range of choice means that, since new shifts in the popularity of brands are taking place—the market for king-size cigarettes has burgeoned since the last Budget—Imps is likely to delay its final decision.

Water curbs in Yorkshire continue

RESERVOIRS IN the western division of the Yorkshire Water Authority have reached 99 *per* cent. of capacity with the north central at 96.4 per cent. The southern division has 85 per cent. of capacity and only the south west, which was worst hit during the dry summer, is trailing at 65 per cent.

Hosepipe bans will continue in the southern division until stocks reach 90 per cent. and Drought Act restrictions in the south west until stocks reach 75 per cent. or until the new link with the River Derwent system is completed next month.

Underground levels on Humberside are rising but slowly, says the authority, and pressure reductions plus the hosepipe ban are to continue.

Property boosts pension funds

By Eric Short

PROPERTY is the only form of investment which would have enabled pension funds to keep their investment performance in line with inflation this year, according to figures released yesterday by Harris Graham and Partners, pension consultants.

Exempt property funds, which pay no tax, had an average return over the first nine months of the year of 11.5 per cent. against a rise of 10 per cent. in the retail price index and 9.7 per cent. in national average earnings.

The top property fund, Charities Property Unit Trust, rose 22.0 per cent. in the period and all but two of the funds had a positive return.

Viewed over longer periods, however, the return on property has failed to keep pace with inflation. In the five years to the end of September, the retail price index rose by 98 *per* cent., but the average increase in property funds was only 56.8 per cent.

Discretion

Equities lost 8.7 per cent. in the first nine months this year.

This compares favourably with the 10.8 per cent. drop in the FT-Actuaries All-Share index. But the result has not conformed with the pension fund requirement that investment performance must keep pace with inflation, since pensions are linked to final salaries.

But the top performing *equity funds, American Exempt* and Japan Exempt, recorded rises of 26 per cent. and 13.4 per cent. respectively. The overseas based funds have met with the pension scheme requirements.

Fixed-interest funds showed a positive return over the period of 7.8 per cent. on average, but only the top performers matched inflation.

Mixed funds, where the institutions managing the funds control the proportion in each form of investment, did not break even, with an average loss of 1.3 per cent. These funds are designed to give the investment manager full discretion to use his expertise to meet changing investment situations.

But the top fund, Cannon Mixed Fund, had a rise of only 9.8 per cent., barely matching inflation.

eports highlights idden costs of asthma

TRUE extent of distress d by asthma is probably stated by statistics, accord- a report published to-day. Asthma Report, published e Office of Health Econo- said one person in 50 in n was an asthma sufferer d at some time suffered attacks.

also states that asthma d about two million days of ness absence" a year. In 74 this cost more than £4m. te sickness grants: meant 35,000 hospital admissions ar; and cost the National h Service about £25m. in

About 1,200 deaths were caused by asthma in 1973 in England and Wales. Although mortality from asthma was low, says the report, this should not disguise the fact that severe and persistant attacks which did not respond to normal therapy could be fatal.

The report emphasises the need for people to get medical attention at an early stage. Among children under 14, more boys than girls suffered from the illness. The majority of children developed symptoms before the age of five, but almost 70 per cent. shook them off as they got older.

Goldsmith complains of 'campaign'

JAMES GOLDSMITH said day that journalists contri- g to Private Eye had used magazines, newspapers and sion to extend the Private campaign against him.

is in this way that the and contributors of Pri- Eye have combined to create maintain a climate in which ll be difficult for there to fair trial of my legal pro- ngs," he said in evidence to the Queen's Bench Divi- l Court.

James said a *Privae Eye* e of August 20 also attacked licitor, Mr. Eric Levine, in tempt "to drive a wedge en us so as to embarrass eneral conduct of my case."

James's evidence was read rd Widgery, the Lord Chief e, and two other judges.

complained about the e headed "The Erasing of us" which appeared in the st 20 issue of Private Eye.

at article, he said, suggested e and his solicitor obtained vits from Mr. Leslie Lazarus er, a solicitor, and Mr. John Addey, a public relations man, by putting improper pressure on them. Private Eye denies the allegation.

Sir James pointed to what he said were nine "significant and deliberate" inaccuracies in the article. One, he said, was intended to convey the impression that he was trying to use the process of the courts to prevent legitimate journalistic investigation.

The article "reflects seriously upon the character and credibility of myself and my solicitor and upon my motives for commencing the various sets of proceedings.

"Moreover, it deploys the evidence and arguments in favour of the Private Eye case . . . and thereby falls foul of the rule against trial by newspaper."

The article was a further deliberate step in a sustained campaign and clearly intended to discourage him from pursuing his legal proceedings. Since he started proceedings against Private Eye the magazine had published derogatory articles about him in all but three issues, he said

Sir James is seeking court orders for Mr. Ingrams to be committed to prison and for the assets of Private Eye's publishers and main distributors—Pressdram and Moore-Harness—to be sequestrated.

He has issued three civil libel writs and one criminal libel prosecution against Private Eye. On July 30 Private Eye was sent for trial at the Old Bailey on the criminal libel charge.

Mr. Lewis Hawser, QC, for Sir James, submitted that he was entitled to rely on evidence given in injunction proceedings brought by Sir James against Private Eye and heard by Mr. Justice Donaldson last July.

Mr. James Comyn, QC, for Private Eye, argued that evidence in any earlier proceedings was *inadmissible in the present case.*

The hearing was adjourned until to-day, when the court will hear argument on the admissibility of the evidence.

British oil industry faces static market as prices rise

BY RAY DAFTER, ENERGY CORRESPONDENT

THE U.K. oil industry, again seeking price increases, is faced with the prospect of an almost static market over the next few years, according to a forecast of energy demand.

Demand for U.K. oil products is expected to rise from last year's level of 81.6m. tons to 85m. tons in 1980, an increase of only 4.16 per cent., delegates at a London seminar on energy forecasts were told yesterday. Between 1980 and 1985 the rise could be 9.3 per cent.

These forecasts are based on the assumption that there is no increase in the price of oil. The picture is much bleaker if the *impact of crude oil prices of the* Organisation of Oil Exporting Countries is taken into consideration. It is generall felt that members of the organisation will opt for a substantial increase at their meeting on December 15. It is possible that crude prices might be raised by as much as 15 to 20 per cent.

Economic Models, which organised yesterday's meeting, *believes that on the basis of a* 10 per cent. per annum increase in real terms, U.K. oil demand will grow to only 82.1m. tonnes by 1980 and 84.1m. tonnes by 1985.

Coal increase

Growth of oil sales would be affected by the effect of higher prices on the gross national product, by the need to conserve more energy and by the possible switch to other fuels, such as natural gas. Even without a price increase, the amount of oil used in the domestic and power generation sectors is expected to decline over the next decade.

The state of the oil market, as outlined in these forecasts, underlines why major companies believe that there will be no need for new basic refinery capacity for at least a decade. It also substantiates their concern that they might have difficulty in passing on the full extent of price increases, as justified under the Price Code.

Projections for the use of all energy forms are affected by the impact of oil price rises, according to Economic Models. Without a price rise U.K. energy demand should rise from 196m. tonnes of oil equivalent in 1975 to 223m tonnes in 1980 and 255m. tonnes in 1985. A 10 per cent. per annum price rise could depress these figures to 214m. in 1980 and 235m. in 1985.

Coal, natural gas and nuclear power generation are expected to increase their shares of the overall energy market wheras oil's share is expected to fall from *41.6 per cent. in 1975 to 36.8 per* cent. in 1985. Economic Models says that some of the oil market might not be lost if the Government further delayed a decision on nuclear expansion

Accountancy course warning

By Michael Dixon,
Education Correspondent

LOCAL EDUCATION authorities are wasting public money and young people's time by encouraging too easy pass levels in foundation courses for chartered accountancy, according to Mr. David Mashiter, president of the Association of Chartered Accountant Student Societies.

Pressure on polytechnics and colleges for high pass rates from the nine-month courses meant that hundreds of students were encouraged by a pass to continue with accountancy training even though they would never qualify professionally, Mr. Mashiter writes in the November edition of Accountancy magazine.

"What is needed is a realisation by local education authorities that educating people towards a qualification which they will never obtain is a complete waste of money and represents a very inefficient allocation of resources

---

Notice of Redemption

Ford International Capital Corporation

8% Guaranteed Debentures Due 1981

NOTICE IS HEREBY GIVEN, pursuant to the provisions of the Indenture dated as of December 1, 1969, under which the above designated Debentures are issued, $1,250,000 aggregate principal amount of such Debentures of the following distinctive numbers has been drawn by lot for redemption on December 1, 1976 (herein sometimes referred to as the redemption date):

$1,000 Coupon Debentures

M 14	1736	3649	5738	7133	8580	10086	11257	12925	14207	15598	16787	18128	19424	20730	22327	23788
15	1781	3760	5792	7138	8587	10091	11262	12943	14248	15603	16799	18136	19432	20745	22387	23790
72	1832	3772	5793	7150	8608	10098	11295	12944	14297	15608	16801	18139	19454	20764	22393	23793
77	1919	3773	5853	7154	8609	10147	11298	12959	14311	15639	16822	18148	19479	20765	22419	23821
78	1932	3803	5869	7160	8610	10246	11302	12960	14325	15650	16845	18149	19485	20771	22436	23825
89	1941	3829	5945	7170	8623	10250	11324	12974	14348	15655	16887	18175	19527	20797	22440	23827
102	1963	3853	5951	7171	8624	10257	11355	12979	14349	15657	16890	18182	19529	20811	22446	23851
121	2016	3864	6000	7178	8626	10261	11370	13000	14351	15668	16907	18186	19576	20831	22477	23878
127	2044	3878	6008	7180	8628	10287	11371	13005	14381	15681	16903	18204	19578	20838	22508	23895
164	2080	3898	6028	7238	8629	10296	11377	13008	14406	15691	16935	18206	19621	20885	22513	23903
172	2089	3934	6038	7263	8658	10316	11418	13050	14459	15720	16940	18215	19637	20894	22514	23915
184	2105	3957	6070	7264	8670	10320	11431	13080	14465	15735	16944	18273	19638	20925	22531	23937
199	2145	3968	6077	7266	8690	10331	11479	13107	14504	15747	16950	18283	19642	20934	22566	23973
205	2180	3969	6083	7270	8709	10335	11489	13110	14527	15761	16963	18295	19645	20951	22580	23988
231	2199	3970	6084	7297	8749	10340	11500	13121	14530	15771	16975	18345	19664	20954	22618	24001
239	2224	3978	6108	7319	8776	10345	11533	13131	14540	15776	16988	18380	19672	20955	22623	24003
264	2225	4036	6133	7323	8792	10353	11577	13160	14561	15780	16996	18382	19693	20957	22630	24050
402	2249	4051	6164	7333	8820	10398	11582	13214	14570	15781	17012	18383	19706	20960	22650	24053
409	2264	4052	6197	7337	8831	10400	11637	13261	14592	15788	17023	18391	19716	20978	22657	24061
421	2290	4056	6225	7348	8835	10410	11638	13270	14601	15817	17032	18397	19720	20983	22660	24073
424	2341	4123	6247	7385	8839	10428	11652	13281	14608	15834	17040	18400	19723	20993	22671	24089
441	2347	4231	6254	7457	8841	10441	11670	13293	14609	15865	17063	18404	19741	21007	22673	24138
447	2353	4285	6271	7466	8843	10446	11679	13296	14618	15869	17069	18425	19752	21016	22679	24171
480	2357	4328	6272	7468	8872	10487	11881	13330	14625	15925	17081	18442	19756	21047	22685	24174
497	2408	4356	6284	7469	8889	10488	11891	13347	14654	15941	17118	18462	19759	21050	22694	24186
524	2415	4370	6308	7472	8894	10508	11912	13354	14663	15946	17122	18477	19769	21079	22723	24188
534	2418	4383	6316	7481	8896	10547	11917	13359	14684	15950	17136	18482	19781	21081	22854	24197
546	2424	4396	6332	7616	8924	10564	11919	13385	14688	16045	17144	18503	19896	21089	22860	24201
577	2429	4448	6351	7659	8953	10570	11922	13391	14703	16049	17204	18508	19916	21103	22920	24209
579	2467	4452	6361	7674	8989	10576	11986	13402	14704	16063	17212	18524	19917	21127	22945	24219
585	2468	4456	6418	7733	9074	10581	11987	13406	14735	16081	17221	18561	19920	21157	22955	24263
590	2503	4521	6425	7737	9150	10600	11998	13414	14765	16106	17235	18590	19952	21160	22970	24307
614	2533	4609	6439	7750	9160	10662	12003	13435	14785	16117	17304	18615	19957	21182	22975	24348
720	2540	4610	6442	7754	9187	10678	12165	13454	14811	16129	17323	18618	19962	21246	23001	24362
756	2578	4614	6482	7789	9188	10682	12168	13474	14813	16132	17332	18647	19970	21312	23031	24401
803	2594	4626	6487	7835	9201	10697	12223	13477	14821	16150	17378	18666	19977	21352	23050	24402
810	2614	4789	6488	7851	9214	10735	12244	13478	14830	16167	17389	18674	19982	21407	23088	24408
848	2618	4816	6496	7903	9241	10744	12257	13543	14853	16174	17406	18682	19987	21408	23093	24414
928	2635	4860	6501	7913	9257	10769	12282	13545	14891	16177	17443	18691	19997	21421	23110	24432
938	2649	4863	6520	7941	9258	10779	12285	13631	14895	16179	17444	18709	20008	21470	23111	24455
945	2652	4908	6525	7956	9263	10787	12294	13635	14896	16255	17470	18710	20009	21528	23131	24467
957	2658	4917	6537	7967	9269	10850	12322	13686	14909	16277	17479	18822	20037	21567	23132	24494
968	2668	4927	6547	7971	9281	10874	12343	13729	14925	16278	17511	18850	20045	21573	23143	24509
978	2673	4999	6549	7974	9284	10883	12362	13740	14927	16279	17527	18857	20050	21592	23163	24616
1007	2686	5012	6566	7987	9321	10893	12380	13762	14932	16298	17533	18878	20075	21603	23170	24620
1009	2698	5116	6578	7989	9323	10902	12400	13765	14937	16324	17541	18922	20091	21618	23188	24677
1025	2717	5124	6596	8022	9327	10927	12402	13793	14941	16362	17571	18977	20112	21675	23197	24704
1050	2922	5133	6602	8025	9335	10942	12407	13842	14948	16375	17590	18984	20113	21693	23238	24708
1076	2929	5206	6608	8050	9343	10945	12409	13876	14958	16405	17591	18992	20247	21706	23293	24749
1097	2959	5225	6610	8142	9368	10956	12443	13895	14989	16421	17610	19044	20252	21710	23312	24752
1103	2999	5226	6658	8143	9395	10957	12463	13905	15075	16454	17612	19048	20261	21765	23335	24767
1112	3005	5227	6666	8144	9410	10986	12478	13916	15108	16455	17630	19069	20265	21803	23356	24776
1115	3256	5244	6709	8154	9422	11023	12487	13922	15137	16471	17638	19074	20270	21814	23370	24806
1146	3293	5252	6718	8184	9443	11037	12493	13948	15247	16490	17668	19112	20286	21879	23397	24808
1212	3302	5303	6721	8207	9450	11072	12500	13950	15276	16503	17669	19131	20240	21899	23419	24837
1217	3303	5310	6748	8209	9570	11083	12552	13968	15279	16508	17671	19136	20290	21939	23427	24844
1234	3361	5366	6763	8210	9594	11084	12556	13973	15325	16519	17699	19151	20299	21948	23428	24848
1246	3382	5389	6776	8213	9595	11096	12573	13975	15351	16544	17714	19180	20307	21950	23437	24888
1247	3385	5430	6788	8220	9617	11104	12595	13980	15356	16557	17725	19184	20308	21953	23443	24899
1259	3387	5431	6802	8254	9619	11110	12643	13985	15368	16572	17730	19205	20336	21991	23487	24903
1287	3390	5436	6805	8318	9624	11117	12706	13994	15378	16587	17743	19225	20339	22005	23489	24904
1290	3406	5464	6822	8334	9645	11120	12734	14006	15395	16603	17755	19249	20410	22021	23501	24911
1291	3421	5470	6823	8348	9659	11123	12757	14007	15407	16620	17783	19253	20433	22055	23520	24915
1293	3435	5472	6838	8363	9667	11128	12762	14032	15413	16637	17804	19301	20461	22080	23544	24923
1330	3442	5479	6841	8369	9668	11129	12772	14078	15444	16639	17809	19311	20475	22103	23609	24935
1349	3475	5500	6943	8381	9671	11132	12775	14088	15448	16642	17815	19326	20496	22144	23641	24967
1370	3483	5502	6950	8427	9690	11149	12789	14104	15456	16658	17826	19356	20514	22165	23646	
1520	3487	5504	7012	8493	9700	11153	12793	14126	15467	16673	17838	19357	20538	22169	23654	
1605	3505	5515	7041	8496	9719	11161	12810	14131	15507	16690	17884	19383	20563	22213	23663	
1627	3533	5563	7048	8504	9824	11173	12841	14139	15517	16695	17922	19385	20567	22237	23694	
1629	3555	5677	7064	8506	9900	11196	12844	14165	15536	16697	17932	19390	20658	22244	23698	
1646	3561	5698	7069	8512	9976	11204	12852	14196	15541	16716	18090	19401	20681	22271	23727	
1711	3583	5705	7071	8548	10003	11206	12878	14199	15544	16736	18124	19418	20701	22284	23750	
1716	3636	5730	7090	8565	10005	11213	12886	14202	15546	16778	18127	19420	20714	22287	23771	

The Debentures specified above are to be redeemed for the Sinking Fund (a) at the WGC-Corporate Bond Services Department of Citibank, N.A. (formerly First National City Bank), Trustee, under the Indenture referred to above, 111 Wall Street, 16th Floor, New York, N.Y. 10015, or (b) subject to any laws or regulations applicable thereto, at the main offices of Citibank in Amsterdam, Frankfurt/Main, London (Citibank House), Milan, Paris, Citibank (Belgium) S.A. and the office of Kredietbank S.A. Luxembourgeoise in Luxembourg. Payments at the offices referred to in (b) above will be made by United States dollar check drawn on a bank in New York City or by a transfer to a United States dollar account maintained by the payee with a bank in New York City, on December 1, 1976, the date on which they shall become due and payable, at the redemption price of 100 percent of the principal amount thereof, together with accrued interest to the date fixed for redemption. On and after the redemption date, interest on the said Debentures will cease to accrue, and, upon presentation and surrender of such Debentures with all coupons appertaining thereto maturing after the date fixed for redemption, payment will be made at the said redemption price out of funds to be deposited with the Trustee.

Coupons due December 1, 1976 should be detached and presented for payment in the usual manner.

Ford International Capital Corporation

October 28, 1976

BOOKS

Winston's way

BY C. P. SNOW

Winston S. Churchill: Vol. 5, 1922-1939 by Martin Gilbert. Heinemann, £8.50. 1,167 pages

The fifth volume of the Churchill biography, covering one of the most desert passages of his life, desert but also significant for the future. The volume is long, immensely long, like the whole enterprise, too long. Dr. Gilbert had to continue on the scale in which the biography was begun, but even his tact and professional skill cannot get parts of the story into proportion. It is reasonable enough to have Churchill's political campaign in the '30s against Hitler, Chamberlainian appeasement, national passivity, set out in full. But his campaign against any kind of self-government for India doesn't merit the same degree of detail. It was a piece of folly which history swept away with devastating speed, as in fact it did the somewhat more imaginative Baldwin-Halifax policy, and there is nothing left of any of those arguments, not even as voices from the past.

Saddled with the length of the first volumes, Dr. Gilbert couldn't make this one any more manageable. Granted whatever is the opposite of limitations, he has performed with punctilious historical judgment. The effect of his deliberate neutrality is to save Churchill from several accusations which have survived for half a century. For instance, it is now clear that he had to be over-persuaded, almost overborne, about the return to the Gold Standard. His own instincts were with Keynes, but he was curiously diffident in the presence of persons whom he regarded as financial magicians, and in Sir Otto Niemeyer and Sir Montagu Norman he had two of the most incompetent magicians any Chancellor ever had.

In the General Strike, he earned much more bitterness than he deserved because of another, and on the whole disastrous, quality in his own temperament. He began with more sympathy for the miners—patrician sympathy, if you like, but a good deal better than none—than almost any of his colleagues. More than Baldwin, but he hadn't the evasive resources of that subtle and deeply wooded nature. Then unfortunately Churchill saw the possibility of arguing a case and going into action.

That was fatal. Once he had a case to absorb his forces, everything went into it, ego, body, soul. He had literally no time for anything else. He couldn't, and never could, think of two things at once. It had happened about Gallipoli. It gave him, not entirely unjustly, his reputation for bad judgment. In 1929 Keynes wrote of his "admiration for [Churchill's] energies of mind and his intense absorption of intellectual interest and elemental emotion in what is for the moment the matter in hand—which is his best quality."

Whether it was his best quality is a nice point. It was responsible for many of his disasters; and in 1940 for his major glory. During much of his career it was certainly responsible for a lot of his unpopularity. From Dr. Gilbert's scrupulous collection of evidence, it becomes more obvious why his colleagues disliked him and let Baldwin know that they preferred not to sit in Cabinet with him again. Of course many of them were envious. He was so much more gifted, eloquent, forceful, inventive, than the rest of them put together. But he was intolerable to be round a table with. He talked incessantly. Whenever he was occupied with one of his pet projects, which was nearly always, he wouldn't let go.

He wouldn't stop arguing. He not only ground his colleagues down. He bored them. Anyone who has sat in meetings with a supremely egocentric controversialist will have a sneaking sympathy with them. The only bearable position for such a character is not among equals. It is at the top. With which proposition he would have passionately agreed.

It isn't surprising that most of his peculiar menagerie of intimates were hero-worshippers prepared to listen to him indefinitely. That can't have been true of Beaverbrook, and the nature of their relations, tough and enduring as it was, remains a mystery. Of the others, the young Robert Boothby comes out of this volume as the most independent and the one ready to risk giving advice which contradicted him: but even Boothby found that the only way to get such a word in edgeways was by letter.

It was the original intention of this giant set of volumes to let Churchill speak for himself. There is no difficulty about that. Churchill spoke a great deal, and wrote about as much. There can't be many better documented lives in English history. But the sheer amount of his own material does lead to a certain biographical distortion. A lot of his arguments, oral and written, were answered back. Dr. Gilbert has usually produced most of the requisite answers, but not quite always. In the bitter controversies about air defence in the thirties, a reader unfamiliar with the sources might not get the impression that Churchill was often tendentious and sometimes dead wrong.

It was right, of course, to press for rapid re-armament, and there he and Lindemann did great service. But Lord Swinton (to whom Churchill later made some amends) was forced out of office. Since he was doing better than any Air Minister, past or to come, that was a great disservice. He has never had his due. His technical sub-committee on air defence might be dismissed, from the general effect of this volume alone, as a set of out-of-date obstructors dragging their feet. In fact it was the most effective technico-military group of which there is any record. It took a gamble which needed the coolest moral courage, as a result of which the radar stations were ready in 1940 and, just as important, the RAF already trained to use them. It was in the latter respect that we had the edge over the Germans at the most critical time.

Scattered all through the politics and the apparatus of old campaigns, there are some odd surprises. Right through his life Churchill's wife gave him temperate and wise advice. It comes as a mild shock to find her having to plead with him round 1930 not to be so virulently anti-American. At that time he was in his middle fifties and an experienced statesman. It would do him harm, she said, and no-one knew what the future would bring.

It also comes as a mild shock to find him, right up to the beginning of the war, earning money by the most fly-by-night kinds of journalism, articles on marriage, divorce, the care of children, anything that came into his agents' head. He insisted on living in the style he considered appropriate, he was singularly unsuccessful with his investments, and so writing, any kind of writing, was his way out. It does seem a ridiculous waste—even if one or two of those articles, published under his name, weren't written by him.

Churchill on his way to deliver his first Budget as Chancellor of the Exchequer in April, 1915

Shopping around

BY JOHN FLEMMING

Denationalisation of Money by F. A. Hayek. IEA Hobart Paper Special 70. £1.80. 108 pages

This book represents the development of an idea put forward by a Nobel prizewinning economist in a lecture last year (and subsequently published). The author found the implications of his idea so fascinating that he took "a few weeks" from his major commitment (completing his trilogy on law, legislation and liberty) to draft this book. Its central idea is both simple and persuasive: what people want from the money they use and (especially) hold, is assurance as to the stability of its value. If suppliers of money were allowed to compete with one another the competitively successful supplier who would capture—or at least dominate—the market would be the one whose money was most stable in value. Free competition in money is thus a formula for avoiding both inflation and deflation.

In practice, Professor Hayek sees two possible sources of such competition. The first is to allow existing national fiat monies to circulate freely across national borders—that is to abolish exchange controls. The second—to which most of this book is devoted—is the private introduction of a commodity based currency. Hayek's concentration on the latter presumably reflects both his earlier discussion of the former and his explicit distrust of all governments, while most of his readers would in this context, probably be satisfied by the substitution of the Swiss Franc for our own. This concentration is probably to be regretted because it adds to the difficulty of following a not very clear exposition a burden on the imagination which is not essential to the case propounded.

Gresham's law is widely misunderstood, bad money only drives out good if the authorities fix the terms on which they can be exchanged. In free markets, if people decided that the DM was a better currency to price in (because price lists were valid longer) and to hold (because it appreciated relative to the £) they would both hold and use the good. This increased demand for DM would be very profitably met by the Bundesbank—an example of the profitability of supplying a superior competitive product. While the British authorities could induce people to hold £ securities by offering an appropriate interest rate, notes and coins would be very unattractive to hold and their production would yield no *seignorage*.

Hayek is surely right in thinking that any independent *privately* supplied money would have to be based on commodities—his suggestion thus has much in common with the proposal for an international commodity reserve currency made by Hart, Kaldor and others. I suspect that Hayek's estimate of the profitability of a private bank issuing a commodity currency is exaggerated. If I issued certificates repayable in kind (or other currencies) to the value of a certain specified bundle of commodities, I would receive payment in, say, £. If I used it all to buy commodities, I would face a substantial bill for insurance and warehousing. This might be covered by relending part of the sums deposited. However, any such loans would have to be both liquid and offer a positive return in terms of commodities—where do such securities at present exist? Hayek's money is a zer interest indexed bond; an curren evidence an indexed bond woul be willingly held at a negativ yield. This suggests that a ban offering them at a zero yiel would find it difficult to mak the loans necessary to back them

Thus despite the validity of h central argument I have seriou reservations about the viabilit of his "banks" in present condi tions (though he might be abl to argue that low real rates o return would not occur if hi banks existed). One reason fo the current low real rates o return is the incidence of taxe Hayek rightly suggests that "rea money" would be particularl useful as a "unit of account However, he does not face th question whether profits struc in such units would be accepte as a basis of taxation. (No whether "interest" on "indexe overdrafts" would be tax deduc able.)

So pervasive is the State i modern economies that no suc innovation as Hayek advocate could prosper without the bles ing of the authorities. This the will not give for reasons obviou enough. What monopolist with bad product would encourag competitors?

The only context in which th line of argument here has ghost of a chance of implement tion is in the EEC. The Com munity is already committed, i principle, to abolishing intern exchange controls. The case fo preserving national currencies, s that people can choose the bes rather than setting up a ne common currency is strong. How ever, it would not happe without guarantees that a would share in the seignorag reaped by the successful, an that would destroy the incentiv to supply good money.

Who in fact decides?

BY GEOFFREY OWEN

The Power Game: An Examination of Decision-making in Government by Jock Bruce-Gardyne and Nigel Lawson. Macmillan, £[illegible].95, [illegible] pages

Books about decision-making in Government are often concerned to prove a political point or to prescribe changes in machinery which will prevent the mistakes of the past from being repeated. The great virtue of *The Power Game*, written by two ex-journalists who are now practising politicians, is that it is written without apparent preconceptions and without political bias. The authors have the modest aims of shedding some light on the distribution of power and influence in the British political system, and they succeed.

Four major decisions are taken as case studies: the decision of successive Governments to start and continue with the Concorde project, the decision of the Home Government to abolish resale price maintenance, the decisions of the Macmillan and Wilson Governments to seek EEC membership and the decision of the Wilson Government in 1964-66 not to devalue the pound.

The narrative, based on a mixture of published and unpublished sources (most of the latter being "non-attributable") may be incomplete or even wrong in some details, but the picture it presents is both plausible and balanced. What is particularly striking is the absence of a common theme, the fact that the influence of individuals and institutions (among them the Prime Minister, the Civil Service, the back-bench MP, the industrial lobbies, the Press) can operate quite differently on different issues, with chance often playing a significant part.

Several persistent myths are laid to rest in this book. One is the omnipotence of the Treasury. Its opposition to Concorde was consistently overruled, first by Harold Macmillan (who was convinced in 1962 that the Treasury's anti-spending stance was likely to spark off a world slump) and later by Harold Wilson; it was "a saga of unrelieved humiliation for the Treasury." Its scepticism about the economic benefits of EEC membership was ignored. In 1964-66, although senior Treasury officials were at one with Wilson in opposing devaluation they failed to persuade the Government to accept the economic policies which they thought necessary.

Another is the importance of the departmental Minister. The book contains a fascinating account of Edward Heath arriving somewhat sulkily at the Board of Trade (he had expected a bigger job), looking around for an issue which would enhance both the Tories' electoral prospects and his own reputation, seizing on RPM and driving it through the House of Commons against the opposition of a strong industrial lobby and many Conservative MPs. It is true that the abolition of resale price maintenance had been a long-cherished goal of the Board of Trade itself and that, at a crucial moment when the Government was wavering, the Prime Minister gave Heath his backing. But the obstinacy and determination of Edward Heath himself was the crucial factor.

As for the power of the Prime Minister, this is best illustrated in relation to the devaluation issue in 1964-66. Harold Wilson ruthlessly used his personal position to prevent devaluation even from being mentioned (several incriminating documents had to be burnt), let alone considered as a serious alternative to existing policies.

Although a few senior Ministers inclined towards devaluation, and key non-civil service advisers were of the same view, it was ruled out by a combination of emotional and foreign policy arguments. In a sense this and other examples given in *The Power Game* suggest that the most important element in the Prime Minister's armoury is his ability to prevent decisions; Macmillan could have killed Concorde and Home could have dropped the abolition of RPM. The most spectacular exercise of Prime Ministerial power—"the night of the long knives" in the summer of 1962—had the effect of gravely weakening Harold Macmillan's political position.

Another lesson which emerges from the case studies is the importance of timing, whether it is a Ministerial resignation, a back-bench rebellion or even a lobbying campaign by outside industrial interests. George Brown's threat to resign in 1966 had to be taken very seriously because it could have had a disastrous effect on sterling and the reserves; his eventual resignation in 1968 was almost irrelevant. The authors remark that the ideal moment to threaten resignation is when a general election is imminent. As for back-bench rebellions, the important thing is to strike before the iron is hot; once the Government has published its Bill on the disputed subject, it cannot abandon it without painful loss of face.

As an account of British political institutions at work, *The Power Game* is not wholly discouraging even though two of the decisions described—Concorde and the non-devaluation decision—were almost certainly wrong. It does not provide conclusive evidence for or against the constitutional changes recently advocated by Lord Hailsham. Before any such changes are made to the system it is important that the public should have a clearer understanding of how the interplay of individuals and institutions in Government actually works; the realities are more complicated and perhaps more reassuring than the myths.

Chinese fraud exposed

BY ZARA STEINER

A Hidden Life: The Enigma of Sir Edmund Backhouse by Hugh Trevor-Roper, Macmillan £4.95, 316 pages

Professor Trevor-Roper's finest works are his report on *The Last Days of Hitler* and his long essay on European witchcraft. Both point to his main gifts: a flair for detection, for the kind of tracking done by an analyst of political or military intelligence. In his new book, these gifts find full scope.

In 1913, the Bodleian Library received a gift of 17,000 volumes of Chinese printed books from Sir Edmund Backhouse, sinologist, linguist extraordinary, world-traveller and co-author of [illegible] under the Empress Dowager. To this day, his name appears on the marble honour-roll of the Bodleian's main benefactors.

In 1973, at Basel airport, Professor Trevor-Roper received from "a distinguished Swiss scientist" a large manuscript containing Backhouse's posthumous memoirs. The Regius Professor was thought to be the most appropriate recipient "since it was believed that, like Backhouse, I had spent some time in the British Secret Service." The two volumes turned out to be fantastically obscene and revealed a personality at once preposterous and elusive. Deeply intrigued, Professor Trevor-Roper set off on what he himself describes as a new Quest for Corvo.

The chase took Trevor-Roper from London bank vaults to the records of Upper Clyde Shipbuilders at Glasgow University, from the files of the American Bank Note Company to the Foreign Office records of British Ministers in Peking, from Basel to Toronto. Though patches of mystery remain, the quarry was hunted down and flayed.

Backhouse vanished from Oxford and his creditors in 1895 and turned up in China in 1898. In the blank interval, he had acquired a host of languages, Russian and modern Greek among them. In China, he fell under the rival domination of two correspondents of The Times, Dr. G. E. Morrison and J. O. P. Bland. It was with the latter that Backhouse wrote *China under the Empress Dowager* and *Annals and Memoirs of the Court of Peking*. The brilliant core of the first of these books was the diary of one Ching-shan, a Manchu court-scholar related to the Empress Dowager. Backhouse had rescued this priceless text from marauding Russian troops who had broken into the Imperial palace after the suppression of the Boxer Rebellion.

Such was the prestige of Backhouse's work that he was elected to the Chair of Chinese at London University and his succession, very shortly, to the Chair at Oxford was regarded as a certainty. Instead he returned to Peking in order to sell British vessels to the Chinese government and, during 1915, to purchase Chinese arms and ammunition desperately needed on the western front. Being so esteemed in high places, Sir Edmund was also prepared to obtain for the American Bank Note Company the franchise t print new Chinese currency—a order worth millions.

With acid pleasure, Professo Trevor-Roper exposes the whol vast edifice as pure fantas Backhouse was a mythographe living multiple false lives an escaping exposure by marvellou cunning, charm and a genuin genius for languages and loc detail. The man became recluse and died in a Frenc Catholic hospital in Peking 1944. As Dr. Morrison had bee the first to scent, the famou Ching-shan diaries were forgery, as were 18 preciou documents Backhouse sent to th Bodleian. The scabrous, wildl homosexual memoirs are, mos probably, a compulsive pipe dream. Professor Trevor-Rope compares them, unconvincingly to Casement's diaries; the cruc parallel is Walter's My Secret Life. And when it come to the crucial enigma—the gre Bodleian benefaction—Trevo Roper can put forward only th lame suggestion that it was, in one sense, an escape from th books and manuscripts he ha collected.

Crimes

BY WILLIAM WEAVER

In Deep by Duncan Kyle. Collins, £3.50, 221 pages

Kyle's latest is set on the icecap of north Greenland, really Ultima Thule. The technical details are plentiful, but always cogent. In this taut story of men against the elements, both the men and the elements are strongly characterised; and by the time you have finished the book, you will have begun to feel the claustrophobia of life in windowless, underground ice-caves. Of course, there is also murder, a series of murders, culminating in a tense battle amid the snow. An intelligent adventure story.

The China Expert by Michael Delving. Collins, £2.95, 191 pages

Dave Cannon, the American dealer in rare books, his English wife, and his Red Indian partner have been the protagonists of Michael Delving's previous books. This time the author has a new man, Marius Kagan, an oriental art dealer and porcelain expert. A priceless vase is stolen (apparently by wily Orientals, but perhaps by the Russians or by the CIA), and poor Marius gets himse dangerously involved in the re covery of the piece. The boo contains a lot of information not only about porcelain, bu also about Chinese cuisin secret societies, and other r finements—still it moves swift and directly.

Unholy Writ by David William Collins, £2.95, 192 pages

A prominent advertising exec tive, David Williams lists h interests as architecture, musi golf, and gardening. Apparent writing should be added, sinc he has now written this e tremely accomplished first nove In it, he takes some of the b loved old elements—the villag the vicar, the big house with squire—and turns them insi out. The vicar is not the mil mannered, absent-minded figu of St. Mary Mead, but a muscul Christian, whose first word opening Chapter 1 are "bloo hell." Other characters include a merchant banker, an an quarian, a (female) gradua student and a gravedigger, pl an assortment of especially nas racists. After reading th thoroughly enjoyable novel, o can only hope Mr. Williams w retire from the business wor and devote himself to his art.

Fiction

Among misfits and others

BY ISABEL QUIGLY

A Sea-Grape Tree by Rosamond Lehmann. Collins, £3.50, 180 pages

The Abyss by Marguerite Yourcenar. Translated by Grace Frick in collaboration with the author. Weidenfeld and Nicolson, £4.95, 374 pages

Afternoon of a Good Woman by Nina Bawden. Macmillan, £3.50, 156 pages

Crying Out Loud by Jacky Gillott. Hodder and Stoughton, £4.25, 256 pages

The Navigator by Morris West. Collins, £3.95, 303 pages

Rosamond Lehmann's novels have been few and, in the last years, far between. *A Sea-Grape Tree* is her first book since the unforgettable piece of autobiography, *A Swan in the Evening*. Set in the smallest of the Windward Islands in 1933, it has an English girl, drifting in grief after abandonment by a lover, joining a small colony of misfits and adventurers, the retired, the elderly and the eccentric, round Miss Stay's hotel. Memories of the island's past and of her own combine with what happens in the present: a new love takes over from the lost one and gradually, as we do, she comes to respect and even love the people she smiled at, as we did, early in the book.

It is a short novel ending on a question of sorts, and with the hint of a sequel. Its strength lies in its atmosphere and in the piercing beauty of the writing, a beauty that makes it possible to read and re-read certain passages (the first page: the first description of the sea-grape tree, of a moonlit beach, an empty island the sea from a boat or in it) as if they were poetry: and to add their sensuous power to the poignancy of the human situations and the inner landscapes of the heroine's mind, its imagery, its subterranean sounds and reverberations. Words are used with a dazzling mixture of light and darkness, slightness and heaviness, the dense and the diaphanous: with perfect precision yet with an aura of association, a comet-like tail that, as in poetry, seems infinitely to extend the scope and effect of what is said.

Large-scale, long-term, the portrait of an age as much as of its own main characters, with whom it is philosophically as well as personally concerned, Marguerite Yourcenar's *The Abyss* is at the very opposite end of the pole. It has a passionate concern for things of the mind, for ideas, for the framework of society and the climate of thought and opinion, and its grasp of what was happening intellectually and spiritually in its period seems formidable.

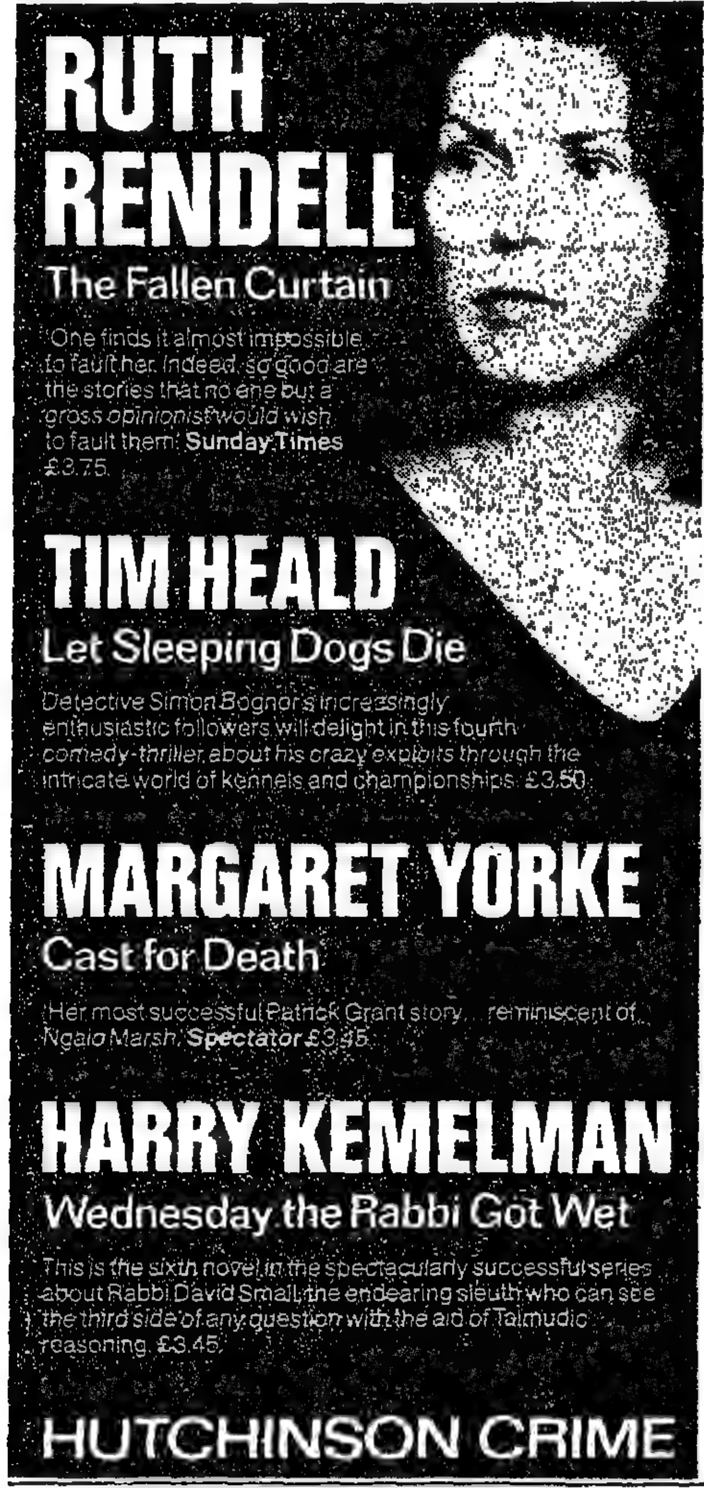
Without the almost weird degree of empathy of her *Memoirs of Hadrian* that revolutionary work among historical novels, it has something of the same ability to take on the atmosphere, the physical limitations and the mental attitudes of another age—in this case, the 16th century in the Low Countries. With Renaissance and Reformation in spate, a flood of discoveries and intellectual excitements banked by prohibitions and fears, torture and hell-fire religion, its hero, illegitimate child of two cultures and two countries, physician alchemist, philosopher, suspected necromancer, wanders across Europe, North Africa and the Near East to end in a prison in Bruges, condemned to the stake but escaping it through suicide. His destiny is interwoven with others raised or sunk by the hazards of life at a time of plagues, wars and religious persecutions. Marguerite Yourcenar has transformed the historical novel into almost a new genre, of recreation.

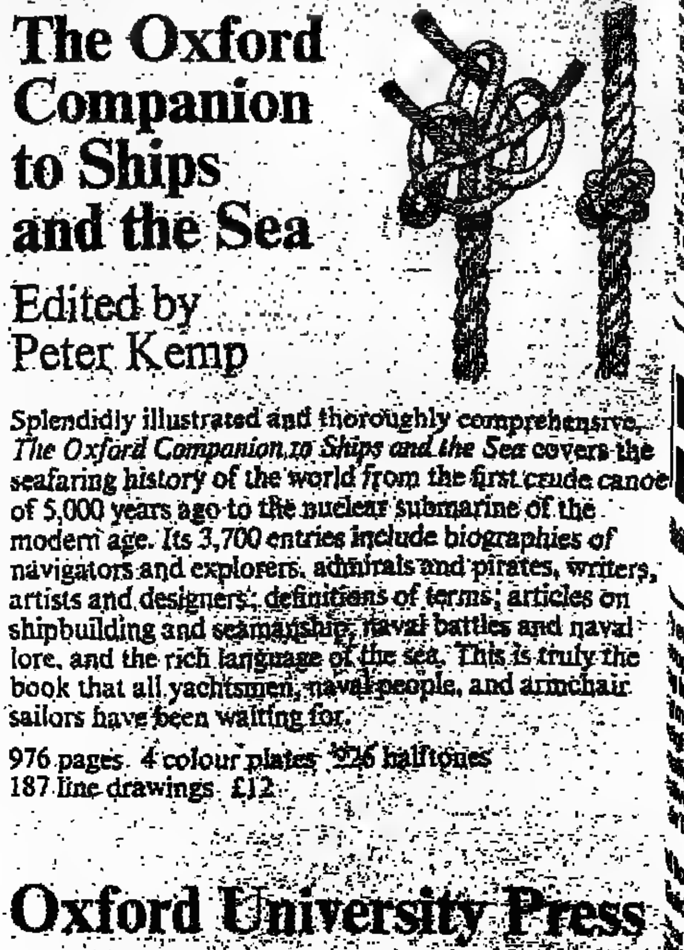
Two more novels by women, about present-day urban English life, one describing things from the centre of whirling chaos, the other watching them with cool detachment. Nina Bawden's *Afternoon of a Good Woman*, the latter one, is so intelligent and clear-eyed that every page seems to peel another layer of pretence, social custom or humbug from the surface of the life it describes. The good woman is a middle-aged JP with adult children and a husband she intends, that same day, to leave, and her afternoon is spent at the Crown Court, where a car thief and a sexual offender are being tried by jury.

Motive, action; cause, effect; reason, result; guilt, innocence: the technicalities of the law, and the proddings of conscience; public and private morality: on the actions being tried before her Penelope focuses her memories, her own feelings about things around her, her sense (knowledge?) that someone vicious and inimical is pursuing her; and the scales of justice go up and down, wavering, inconstant, in court as in her mind. In this story of moral inconstancy—of the inability of both the law and the individual to judge behaviour, to apportion blame, in retrospect to make decisions, even—the writing is functionally handsome, unfussed, exact but not cold.

Jacky Gillott's *Crying Out Loud* (an irritating title) takes a more domestic look at things from the viewpoint, mostly, of Peter, victim of loving but restless parents: ten homes in the ten years of his life, and he's deaf for good measure. He and his brother are day boys at a London prep school but homesick for Dorset where until recently, they led the simple life. Now their father's unemployed, their mother appears on television advertisements, tension mounts in the dirty house and in the yard their rabbit eats its young. Signposts and symbolism are rather too obtrusive, lessons pushed rather hard, the writing is often overwrought and given to intense, sometimes inaccurate imagery, but there's talent in the conjuring of domestic horror and tenderness and above all of the domestic bore.

Morris West is a spinner of good yarns in the old-fashioned sense of that unfashionable word, and shipwreck stories, from *Crusoe* to *The Coral Island* and *Lord of the Flies*, have always had a fascination for many, desert islands (impossible conditions in idyllic surroundings) being a favourite fantasy. *The Navigator* is about a half? westernised, half-Polynesian academic who, to prove a theory sets off to the island where old Polynesians used to go to their death and with a mixed-race, mixed-age crew, is wrecked on arrival. A good story, on a certain level treated with what seems credible detail; but alas, too ambitious for its talents: its themes being those that have taxed the great writers of such stories—crisis and survival, man and nature, danger, spiritual expansion, early forms of living, growing in new ways—its treatment of them sadly inadequate.





The Technical Page

ED BY ARTHUR BENNETT AND TED SCHOETERS

NERGY

Vaste heat recovery plant

'AL NET revenue of]0 can be achieved with a le 1000 waste heat ry package, according to naker, Hawthorn Leslie neers), P.O. Box 4, St. Works, Newcastle upon NE6 1BY (0632) 656043).

figure is based on the obtained with a prototype e which the company has unning for about a year. day it launched a range equipment for both marine nd-based power generation —outputs available are 00, and 1500 kW.

price for the package of W, the company says that basis of present fuel a Seajoule plant used in -based power generation tion would be expected to itself in less than three even with comparatively plant utilisation, and thereafter earn a profit. venue of £122,000 referred tes to a unit running con- ly at full load, and a of 1.5p/unit electricity d by the generating

arine applications estima- the likely financial return licated by the availability onal modules, but in no laims the company, is a *Seajoule system likely to take* longer than three years to pay for itself, unless more than 100 days a year are spent in harbour. Where export credit facilities are applicable, annual operating cost savings completely offset annual repayments.

These economic benefits are provided by the stated ability of the package to recover about 50 per cent. of the theoretically available heat energy contained in diesel and gas turbine exhaust gases. Gross potential output expressed as a percentage of main engine power varies from about 6 per cent. in the case of a slow speed, two-stroke loop scavenge diesel to more than 30 per cent. when operated in conjunction with an aero-type gas turbine.

Basically, the system consists of a heat exchanger boiler through which the main engine exhaust gas is fed to generate superheated low pressure steam. The steam can either be used directly for space heating applications, etc., or to drive a vertically mounted turbo-alternator, and thence to a condenser.

In land-based applications, the electricity generated is used to supplement the main generator output. In marine applications, it can replace the usual diesel generators when the ship is at sea, and after the auxiliary electric load has been met, can be used for supplementary propulsion power.

Oil firing equipment can also be supplied for marine versions, enabling them to be operated when the main engine is shut down. As well as permitting operation in harbour (making much less noise than a diesel generator), this option together with the propulsion electromotive unit, can provide a "get you home" capability.

● MACHINE TOOLS

Miller has NC on six axes

A RANGE of fourth generation, 5/6 axis universal horizontal boring and milling machines, designed to accept 2 to 6 axis numerical control, has been introduced by WMW, the machine tool group of the German Democratic Republic.

Capable of drilling, boring, milling, facing, recessing and screwcutting, the BFK range is made by Union, Gera, Thuringia.

There are three basic machines. The BFK 110 is available in two versions, either with cross slide or with milling spindle plus optional cross slide attachment; BFK 130 has a cross slide only, and the BFK 150 has a milling spindle with cross slide option. The designatory number indicates the machine's spindle diameter in millimetres.

Believed to be a unique feature of the range is the provision of a numerically controlled cross slide on the facing plate, giving full N.C. on all six co-ordinates.

A thyristor-controlled d.c. 20 kW main drive motor provides infinitely variable spindle speeds in four ranges from 3.55 to 1,000 rpm.

Maximum traverses are 1,000 mm for the boring spindle, 2,000 mm for the spindle head, and 1,600 mm column adjustment. Traverse speed on each axis is 4,000 mm/min., and maximum workpiece weight is 16,000 kg.

Feed speeds are: boring spindle, 14 increments, 0.03 to 2.8 mm/rev.; spindle head, stepless, 8 to 1,000 mm/min.; column, stepless, 0.8 to 1,000 mm/min. On the 130 and 150 hydraulic servo drives are provided on each axis, and on the 110 independent d.c. servo motors are used. Repeatability of traverse is stated to be 0.01 mm.

Substantial reductions in machining times are claimed to have been achieved by the various improved design features of the new machines—with the 130, for example, an increase in productivity of up to 150 per cent. compared with conventional boring mills can be obtained, according to the maker.

The machines are marketed in the U.K. by William Watts, P.O. Box 27, Lenton Industrial Estate, Abbeyfield Road, Nottingham NG7 2TE (0602 861331).

● METALWORKING

Brazing and welding of copper

A CODE of practice dealing with jointing copper tube with a maximum diameter of 200mm. and maximum thickness of 4.5mm., and jointing copper sheet of not more than 1.6mm. thickness, has been published by the Heating and Ventilating Contractors Association (HVCA).

Called "Brazing and Bronze Welding of Copper Pipework and Sheet" it was produced in conjunction with the Joint Industry Board for Plumbing Mechanical Engineering Services for England and Wales, with the assistance of the Copper Development Association and the British Association for Brazing and Soldering.

A symposium on the subject, organised by HVCA, will be held at the RIBA, Portland Place, London, on November 30. Tickets are £5, and the price includes a copy of the book and buffet luncheon.

Copies of the book (£3) and tickets for the symposium are available from HVCA, 34, Palace Court, London W2 4JG. (01-229 2488).

● ASSEMBLY

Simplifies component assembly

APPLICATION OF pressure sensitive adhesive to components, to provide faster, easy assembly, has been simplified by a compact system introduced by 3M United Kingdom, Wigmore Street, London W1A 1ET (01-486 5522).

Called Scotch Assembly Aid, it consists of a dispenser carrying a six inch wide roll of adhesive. When most smooth or irregularly-surfaced parts are pressed against the acrylic adhesive, it adheres to the component. The part is then pulled away, and the adhesive breaks away from the roll conforming to the configuration of the part.

Parts treated with the adhesive can be pressed into place and will adhere strongly in position. The system can be used either as a permanent fixing (for example, badges, nameplates, packing pads) or to secure alignment prior to riveting, soldering, screw-fixing or drilling. The non-drying adhesive permits repositioning of parts.

● PRINTING

Sleeve saves flexo print costs

WHEN PRINTING transfer paper by the flexographic method, instead of mounting plates or engraving cylinders, a very accurate lightweight removable sleeves is fitted to a precision brass cylinder and the sleeve itself becomes the design element.

Called the Speedwell sleeve, the process is claimed as a major development by the maker, Strachan and Henshaw, Speedwell, Bristol BS5 7UZ (0272 558281), a Dickinson Robinson Group company.

Paper printers find a large amount of capital is tied up in printing cylinders which have to be preserved for possible re-runs. This applies mainly to the gravure method of paper printing and to a lesser extent to the flexographic process. By adopting the sleeve system a printer can *reduce his inventory* by a substantial amount, says Strachan and Henshaw. Another saving is in transport costs for steel rolls travelling to specialist plate mounters.

The plate cylinder is made to close tolerances and is slightly tapered. The sleeve is of fibre glass and reverse tapered to produce an interference fit on the roll body. It is fitted to the cylinder by forcing compressed air between the sleeve and the roll. When the air line is removed the sleeve contracts uniformly.

High hoop stresses develop in the sleeve in its mounted position, ensuring a positive grip. It can be removed by reversing the procedure.

There are three types of sleeve. The first is for direct mounting of the printing plates on the sleeve itself. The second has a thin coating of rubber on to which plates are mounted, while the third type has a thicker coating of rubber which can be directly engraved, usually by laser.

The company says that although the sleeve system is suitable for any type of flexographic printing press, initial demand has been so high that supply is limited to users of Flexotex presses.

● POWER

Remotely controlled generators

OPERATION of a lighting switch or an electrical appliance is sufficient to start any of the generating sets now being marketed under the Powermaid trade name by MIE Power (Generators), PO Box 10, Bishop Meadow Road, Loughborough, Leics.

Intended mainly for locations without mains supplies, each set has a diesel engine close-coupled to an alternator.

Starting and stopping can be initiated from a number of points and whether from a bedroom in a hotel or an outhouse on a farm. The set will stop running when the last light or appliance is switched off.

The sets are rated from 2kVA to 25kVA for standard, single or three phase voltages at either 50 Hz or 60 Hz with a voltage regulation of plus or minus 2½ per cent. from no load to full load.

OMPONENTS

ntrol of ed is cise

BLE speed pulley drive ent designed to exhibit running characteristics he minimum of noise, n and drive belt wear is ustrial applications where speed control under vary- conditions is critical.

12S pulley drive provides ariable speed ratio and is for fitting to B.S.2960 MA frame motors rated 5kW (20 h.p.).

act size of 340mm (13.375 50mm (12.25 in.) overall, it useful in installations imited space is available. tion, both flanges of the S can slide thereby en- he unit to be used with a oove companion pulley misalignment problems. llowers exert side wall e on the drive propor- to the torque required to he load. As the load in- so does the grip on the Thus, constant pitch er and constant driven are maintained under load conditions. Dyna- alancing of the pulley, r with the action of the llowers, reduces belt wear ration to a minimum.

Power Transmission, Old- Vorks, Featherstall Road Oldham, Lancs OL9 9NA. 0461.

ROCESSING

lls and laims d waste

ERIES and factories mak- s, pasta, and other pastry confectionary products, always a certain amount e or rejected food.

Switzerland, Fryma-Mas- AG has developed a called the Biscuit-Boy reduces biscuits, wafers, and similar foods to a and friable powder suit- r re-use. Even products ng a high proportion of le, cream or fruit fillings handled with no problems, imed.

to be equally suitable for ous or batch use, the consists of a 40-litre hopper from which the aste is fed by gravity or etween two toothed sur- inding discs. The dist- tween the discs, which are at 1500 rpm by a 5½kW controls the fineness and of the products.

r ideal conditions, and constant supply of dry l, output is between 800 00 kg/hr. Where there igh chocolate, cream or ntent, the feed rate must iced to 500 to 700 kg/hr d heating and liquefying ing. Feed rate is also reduced if there is a high ambient temperature.

The machine, which weighs 120 kg, is designed to be mounted on a platform at the end of the production line or adjacent to the packing machinery.

It is marketed in the U.K. by M and M Process Equipment, Frogmore Road, Hemel Hempstead, Herts. (0442 63821).

● QUALITY CONTROL

Versatile colour checker

NOW MARKETED by BOC Automation is a system of colour assessment that allows considerable versatility by using a microprocessor unit to program various measurements.

Tristimulus measurement and production of the colour values is performed by an analogue to digital converter, the D-25-4 made by Hunterlab of Fairfax, Virginia, fed from one of their optical sensing heads. The latter are available for flat opaque, textured, granular, or metallic surfaces.

The separate processor unit in a small box contains eight easily programmable read only memories (about 100 steps each) and in operation the desired programs are selected from the front panel by pressing buttons. Main use of the system is in changing from one type of *colour co-ordinate to another*, but it can also be applied to deriving colour differences, standardising and shade sorting.

Main applications will be for industrial quality control in paper, paint, plastics, food and pharmaceutical plants. More on 01-748 2020.

● MAINTENANCE

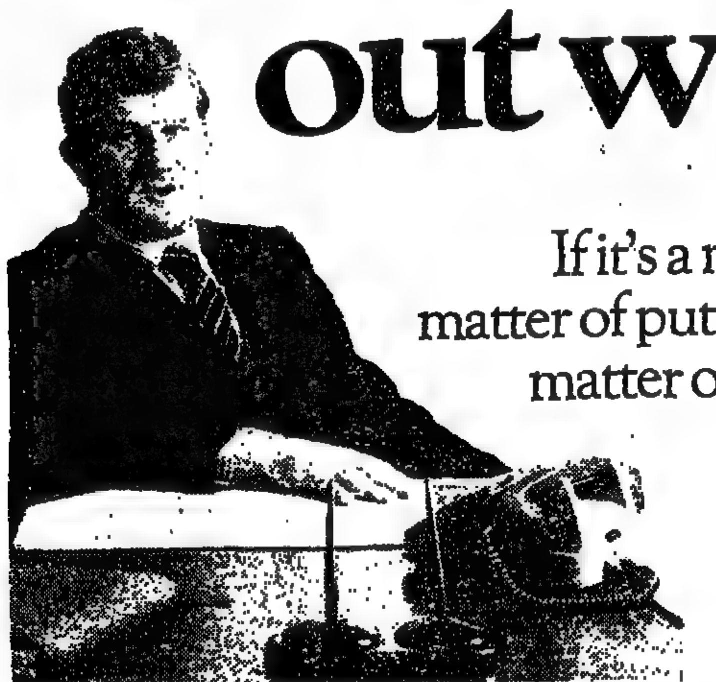
Hydraulic work platform

STOWING COMPACTLY to 4 feet 1 inch when not required, a four-wheel trailer-mounted hydraulic scissor-lift work-platform from Hy-Ryder can reach 21 feet 6 inches when fully extended.

Stated to be easily manoeuvrable by hand, and readily towed by a variety of factory- or site-based vehicles at speeds up to 25 mph, the machine has an 8 x 4 feet platform which can carry a working load of 1,000 lbs. Controls are duplicated on the platform and at ground level.

Together with an alternative model giving a working height of 28 feet, the machines will be shown for the first time at the Public Works Exhibition, Birmingham (November 15-20).

Details from Tasker and Booth, 616, Mitcham Road, Croydon. (01-684 6221.)



Don Christopher, Deputy Chief Manager of our Export Finance Department, has travelled over 100,000 miles in the last eighteen months on behalf of British exporters.

Delays in BSC's plant ordering is causing concern to plant makers. **Kenneth Gooding** reports.

Uncertain future for steel plant makers

THERE IS a serious danger that U.K. *steel plant manufacturing* will suffer permanent damage because of the long delays in the British Steel Corporation's ordering programme. At present the industry, which offers a full range of plant from ore unloading equipment to that which handles finished steel products, is working at only 70 per cent. to 75 per cent. of capacity. Now it faces a 25 per cent. or possibly 50 per cent. drop in its workload in real terms.

That was the stark message delivered recently by Mr. John Eccles, president of the *Metallurgical Plantmakers Federation* (MPF). He told the all-party Commons committee which is inquiring into the BSC that his industry faced the prospect of having to lay-off 8,000-10,000 of its workforce of 30,000-35,000.

As the plantmakers have stressed over the past few weeks, the first people to be affected would be the skilled design and engineering teams. If they break up the industry could not survive in anything like its present shape.

Obviously the companies would go to extreme lengths to *keep these teams together.* "Engineers are at the heart of plantmaking. They are the people who provide the jobs for *the rest of us,* managers and shopfloor alike," says Mr. Eccles. "But engineers are not happy unless they are doing engineering. We must give them some work or they will go elsewhere."

Any permanent damage to the U.K. industry could not only leave the BSC without the service it needs from its suppliers, *but also leave Britain* without an industry capable of joining what looks like being an international bonanza for steel plantmakers.

If the current world steel industry forecasts for the next ten to 15 years are anything like accurate, then there will be a demand for steelmaking plant worth about £5bn. to £6bn. a year for that period.

Yet the U.K. steelmaking plant industry is getting out of shape and falling behind its foreign competition. The British steel industry generally has not been spending money on the extra-*large projects* the plantmakers need to gain essential experience.

And, while the BSC is not particularly influenced by some of the low prices offered by non-British suppliers, it has always insisted on buying the best-available technology, no matter where it might originate. A good example here is that the *corporation bought materials* handling equipment from Allis-Chalmers, the American group, for the first phase of the redevelopment at Redcar.

But to put the possible threat to the U.K. industry into per*spective, it must be* pointed out that there are very few companies which would find their existance threatened by a gradual wasting away of plantmaking for steel. This is true for the process plant makers like Mr. Eccles own Head Wrightson group, for example, as well as for the various manufacturers of electrical systems, cranes and mechanical handling systems.

Some of them will certainly be able to switch resources and to concentrate more on some of their other markets. But this would take time and meanwhile jobs would have to go. And so would Britain's capability to provide steel plant.

The plantmakers do not blame *the BSC for not providing them* with as much work experience as they would have liked. Mr. Eccles points out that the corporation was originally 16 steel companies which had not been spending much on plant, so the BSC had a lot to learn about placing large contracts.

Part of BSC's Anchor project at Scunthorpe. The Corporation's plans for future steelmaking at Port Talbot and Shotton have been further delayed by the Government last July, to the disappointment of plant makers.

The last really large strip mill to be installed by the U.K. steel industry was finished as long ago as 1962. In the meantime *other countries have been building* up their experience and expertise. Mr. Eccles admits: "The Japanese steel plants are better than *ours in quality* because they have had much more experience in building steel plants."

The plantmakers are looking to the BSC not only to provide them with desperately needed *work but also to provide a* "shop window" for the products they would hope to export. Potential overseas customers will be more ready to order from the U.K. when they can see for themselves British equipment working well in a British steel plant.

All this explains why the plantmakers were so elated when in 1972 the BSC announced its £3bn. (at 1972 *prices)* development programme. It seemed to offer the promise of a stable workload over an extended period and, *because of the "shop window"* effect, would greatly improve their ability to win export orders. The industry was then looking *for the possibility of* splitting orders 50-50 between home and export markets, a target which it still believes to be a reasonable one.

The plantmakers reckon they will get about one third of everything the BSC orders. And total expenditure was expected to work up to a peak in 1978 in the following fashion: In the financial year ending in 1974 the Corporation should have spent £250m. (at 1972 prices); in 1975, £300m.; in 1976, £350m.; 1977, £400m.; 1978, £450m.; 1979, £350m.; 1980, £300m.; 1981, £200m.; 1982, £200m.; and in 1983, £200m.

In fact, expenditure has never met these *levels in real terms.* The plantmakers received from the BSC orders worth £93m. in 1973-74, £148m. in the following year and £159m. in 1975-76. This current financial year they will get no more than £80m.-£90m. of orders whereas the original target for a consistent workload would have required orders worth £180m. or more. (The private sector has been providing orders worth a steady £30m. a year.)

The major blow this year came in July when, instead of giving the expected go-ahead for the Corporation's plans for future steelmaking at Port Talbot and Shotton in Wales, the Government delayed the decision still further by asking the BSC for another review *of* the proposal—and this after 2½ years of deliberation.

The plantmakers had been counting particularly on the £600m. investment at Port Talbot to lift them out of the worst recession since the war.

There is also no doubt that the "no decision" statement by Mr. Eric Varley, the *Industry* Secretary, both startled and disappointed the plantmakers because up to the very last moment all the indications they were getting from the Government suggested that the Port Talbot project would be given the go-ahead. To this day they still do not know what caused Mr. Varley's last-minute change of course.

As Mr Eccles told the Commons committee, while the industry's relationship with the BSC has been improving rapidly and contacts are close, relations with the Government are not so *good.* "*For example, a number* of the NEDO industrial strategy sector reports urged that a decision on Port Talbot and the further stages of development at Redcar were urgently needed," he said. "Almost immediately those comments had appeared we received news of the further delays in those decisions."

Almost before the plantmakers had recovered from the disappointment about Port Talbot another phenomenon began to become apparent. The Government insisted that the BSC *should stick to its* planned spending programme, and tightened control by making sure the Corporation remained within the cash limits fixed some time earlier. The value, of course, had been eroded in real terms by inflation. So the Corporation seemed to stop spending money, even on simple main*tenance* jobs. One plantmaker was told that any tenders he submitted would not be approved until the financial year beginning next April.

Time lag

The plantmakers, throughout the MPF, reacted to all this with *commendable* calm and took a realistic approach. They recognised that there seemed no possibility of squeezing a decision on Port Talbot out of Mr. Varley for some time and decided not to waste their breath by shouting angrily about the delay.

But they continue to press for firm guidance about the Corporation's future spending programme so they can at least begin to make some plans of their own. The plantmakers have pointed out that it can take about a year between the go-ahead being given by the BSC for any project and the actual manufacturing process starting. This time lag is occupied by contract negotiations, design work and production planning plus the paralle procurement of raw materials.

They still insist that th original, 1972, concept of a modernised BSC was the righ one. "*If the engineering indu* try is to export satisfactorily i must be serviced by moder steel mills. The basic economic of this proposition are in n way altered by inflation," say Mr. Eccles.

Having accepted that there i nothing to be done about th Port Talbot delay, the plant *makers* are searching for som practical solution to the prob lem of how the U.K. industry can survive until the next majo BSC project materialises.

Their answer is that some o the smaller schemes which wer squeezed out by the prospect o the huge expenditure on Por Talbot and Redcar might now be revived without putting an great strain on the Corpor finances.

"If the Corporation changed course, let us get of the smaller jobs going the gap. If it can find £1 worth of projects between and next spring it would this industry enormously," Eccles maintains.

What this does not however, is the export window" problem. Nor do change the fact that countries are modernising steel industries or setting new operations at a fairly pace. As Mr. Len Ashw past chairman of the remarks: "The world is re ing while we are still debat

ENTERTAINMENT GUIDE

OPERA & BALLET

COLISEUM (01-836 3161) ENGLISH NATIONAL OPERA Tonight & Tue. 7.30 Don Giovanni. Tomor. 7.30 Cavalleria Rusticana & Pagliacci. Sat. 7.30 Rigoletto. Wed. 7.00 Bomarzo.

COVENT GARDEN. 240 1066 (Gardencharge credit card booking, 836 6903) THE ROYAL BALLET Tonight at 7.30: The Dream, Monotones, A Month in the Country. Sat. at 7.30: Rituals, The Invitation, Elite Syncopations. Wed. at 7.30: Swan Lake. THE ROYAL OPERA Tomor. & Tues. at 7.30: Macbeth. 65 Amphi seats for all perfs. on sale from 10 am on day of performance.

SADLER'S WELLS TH Rosebery Ave EC1 837 1672 Evenings at 7.30 THE HANDEL OPERA SOCIETY Tomor Tue & Nov 4, 6 Belshazzar. Sat Wed & Nov 5 Ariodante.

THEATRES

ADELPHI THEATRE. 01-836 7611. Evgs. 7.30 Mats. Thur. 3.0, Sats. 4.0. IRENE "LONDON'S BEST NIGHT OUT. SPECTACLE, CAPTIVATING TUNES AND RACY COMEDY." People. IRENE "SLICK, SUMPTUOUS—THE MUSICAL IRENE HAS EVERYTHING." D. Express. IRENE NOW BOOKING TO MARCH 1977. CREDIT CARDS ACCEPTED MAT. TODAY 3.0 Seats from £1.

ALBERY. 836 3878. Evenings at 8.00. Mats. Thurs. 3, Sats. 5 and 8.15 sharp. National Theatre production MICHAEL JAYSTON EQUUS by PETER SHAFFER Directed by John Dexter. "STUNNING AND COMPELLING." Std.

ALDWYCH. 836 6404. Inf. 836 5332. ROYAL SHAKESPEARE COMPANY IN REPERTOIRE. Tonight, tmr. and Sat. Chekhov's IVANOV "This is a tantalising, infuriating and super-charged theatrical entertainment." F. Times. And Arbuzov's OLD WORLD (Next perf. Mon.) and Bernard Shaw's THE DEVIL'S DISCIPLE. (All perfs. 7.30. Mat. Sat. 2.30.)

AMBASSADOR'S. 836 1171 Evgs. 8. Mats. Tues. 2.30, Sats. 5.30, 8.30. NIGEL PATRICK, PHYLLIS CALVERT, ISABEL DEAN, JENNIFER HILARY IN Denis Cannan's new play DEAR DADDY "A FIERY EVENING & THE MOST SUBSTANTIAL NEW PLAY IN TOWN." Obs "Clever, Sharp & Amusing." Std. "Constantly exhilarating." Gdn.

APOLLO. 01-437 2663. Evenings 8.00. Mat. Thurs 3.00, Sat. 5.30 and 8.30 Pauline COLLINS, John ALDERTON "are BRILLIANT." D. Exp. in CONFUSIONS "Super Alan Ayckbourne gives audience such a wonderful evening." Sun. Times

ARTS THEATRE. Mon. to Thurs. at 8.30. Friday and Saturday 7.30 and 9.15 TOM STOPPARD'S DIRTY LINEN "Hilarious . . . see it." Sunday Times

CAMBRIDGE. 836 6056. Seats £1 to £3. Evenings 8.0. Saturday 5.0 and 8.15. LAST 3 DAYS OF SEASON Peter Wyngarde, Elspeth March "Nyree Dawn Porter is superb." Mirror. ANASTASIA "GRIPPING FROM START TO FINISH." Time Out. "GLITTERING." D. Mail. "Well crafted and entertaining." S. Exp.

COMEDY. 930 2578. Evenings 8.00. Mat. Thurs. 3.00, Sat. 5.30 and 8.30 Winner of all the Awards BEST PLAY OF THE YEAR Michael GAMBON in Simon GRAY'S OTHERWISE ENGAGED Directed by Harold Pinter

CONWAY HALL. Red Lion Square. (Holborn Tube). 01-628 0898. (Until Sat. Thur., Fri. 8.0 Sat. 5.30 and 9.0 JOINT STOCK in THE SPEAKERS

CRITERION. 930 3216. Last Perfs Today. 3 & 8. Tomor 8, Sat 5.30, 8.30 ALEC McCOWEN MICHAEL BRYANT JUDY PARFITT, ANNETTE CROSBIE in THE FAMILY DANCE by Felicity Browne "Very funny, perfect entertainment." S.Tm

CRITERION. 930 3216. Opening Monday. Evgs. 8.30 (11 Nov. at 7) Warren Mitchell as ALF GARNETT in THE THOUGHTS OF CHAIRMAN ALF by Johnny Speight "The appeal of it is appalling." D. Tel

DRURY LANE. 01-836 8108. Evenings 8 sharp. Matinees Wed. and Sat. 3.00. A CHORUS LINE "A RARE, DEVASTATING, JOYOUS ASTONISHING STUNNER." Sun. Times

DUCHESS. 836 8243. Evenings 8.0 Fri., Sat. 6.15 and 9.0. OH! CALCUTTA! "The Nudity is stunning." D. Tel. Now in its 7th Incredible Year

DUKE OF YORK'S 01-836 5122. Evenings 8.00. Wed., Sat 5.00 and 8.45. TERRY SCOTT JUNE WHITFIELD A BEDFULL OF FOREIGNERS "GENUINELY HILARIOUS." Gdn. Dinner-Top Price Seat £6 inc

ELLE et LUI. 01-437 2661. (Walker's Court, Brewer Street W.1.) (next to Raymond Revuebar) PAUL RAYMOND presents PENETRATION An Erotic Adventure in French Pornography. An explicit Multi-Sexual Fantasy. Night 8.15 and 10.15.

FORTUNE. 836 2238. Mon.-Fri. 8. Sat. 5 and 8. Thurs 3. Avril ANGERS and Derek BOND in AGATHA CHRISTIE'S MURDER AT THE VICARAGE 2nd GREAT YEAR

GARRICK THEATRE. 01-836 4601. Evenings 8.00. Fri., Sat 6.00 and 8.40. RICHARD BECKINSALE is "Side-splittingly funny" (Daily Mail) in FUNNY PECULIAR "Mike Stott's exceptionally fine, vastly entertaining, brilliant comedy." S. Times. "More good laughs than any other play in London." Observer

GLOBE. 01-437 1592. Evgs 8.15. Matinee Wed. 3.0. Sat. 6.0 and 8.40. PETER BARKWORTH, PETER JEFFREY and "PENELOPE KEITH, the funniest woman in the West End." Guardian. DONKEY'S YEARS "MICHAEL FRAYN'S delightful comedy." Evening Standard. "Two hours of bubbling laughter." Daily Mirror.

GREENWICH, Crooms Hill, S.E.10. 858 7755. Evenings 7.30. Mat. Sat 2.30. SCRIBES by Barrie Keeffe. "It gets Greenwich's new season off to a good confident start" Guardian. Last Week. From Wed.: DIANE CILENTO as THE ARTFUL WIDOW.

HAYMARKET. 930 9832. Evenings 7.45. Mat. Wed. 2.30. Sat. 5.0 and 8.15. "A PLEASURE TO WATCH." D. Tel. Googie WITHERS, Susan HAMPSHIRE, John McCALLUM, Clive FRANCIS Martin JARVIS and Bill FRASER in Somerset Maugham's THE CIRCLE "I was delighted with this production at Chichester—I am now completely enraptured" Evening News. "Theatrical magic—acting of the highest order." Jack Tinker, Daily Mail

HER MAJESTY'S. 930 6606. Evg. at 8.0. Fridays and Saturdays 5.45 and 8.30. IPI TOMBI "PULSATING MUSICAL." Evening News.

KING'S ROAD THEATRE. 352 7488. Mon. to Thur. 9. Fri., Sat. 7.30, 9.30. THE ROCKY HORROR SHOW BEST MUSICAL OF THE YEAR NOW IN ITS 4th ROCKING YEAR

LYRIC. 01-437 3686. Evenings 8.00. Mat. Wed. 3.00, Sat. 5.30 and 8.30. SHEILA HANCOCK, JOHN MOFFATT in THE BED BEFORE YESTERDAY by Ben Travers "Still the funniest comedy in London." Daily Mail. "Wittiest sex comedy of the year." Daily Express.

LYTTELTON (new National Theatre) 928 2252. Today 2.30 (red price Mat) Tonight 7.45 BLITHE SPIRIT by Noel Coward. Tomor & Mon 7.45 Sat 2.30 & 7.45 Jumpers. Over 100 excellent £1 seats on sale day of perf from 8.30am. Car park open evening performances.

MAY FAIR. 629 3036. 493 2031. Tonight 8.15. Fri., Sat. 6.0 and 8.45. The crowned clown queen of satire ANNA RUSSELL "Last night's audience hysterical with laughter." Financial Times. Seats from £1.10. Dinner-Show £6.50. FINAL THREE DAYS

MERMAID. 248 7656. Food 248 2835. Evenings at 8.00 FOR KING AND COUNTRY by John Wilson "A riveting production . . . as absorbing a play as Journey's End." Daily Express. "Compulsive . . . Paul Copley is simply superb." Daily Telegraph Restaurants open noon and 8.30

NATIONAL THEATRE. See under OLIVIER AND LYTTELTON

OLD VIC 01-928 7616 LIMITED SEASON — Three weeks only Evenings 7.30. Mat. Sat. 3.00 LEONARD ROSSITER, JOHN STRIDE, DILYS LAYE, JOHN PHILLIPS in PETER BARNES' FRONTIERS OF FARCE by FEYDEAU AND WEDEKIND "I CANNOT REMEMBER HAVING SEEN A FUNNIER PLAY." Times. "I LAUGHED LIKE A DRAIN." Gdn. "ENORMOUSLY FUNNY." Daily Express

OLIVIER (new National Theatre) 928 2252. Tont. tomor., Mon. & Tue. 7.30, Sat. & Wed. 2.15 & 7.30 PLAYBOY OF THE WESTERN WORLD by J. M. Synge. Over 130 excellent £1 seats on sale day of perf. from 8.30 a.m. Car park open evening performances.

PALACE 01-437 6834 Mon.-Thurs. 8.00. Fri., Sat. 6.00, 8.40 JESUS CHRIST SUPERSTAR

PALLADIUM. 01-437 7373. (Until Sat.) Tnt. 8.45, Tmr & Sat. 6.15 and 8.45. FREDDIE STARR Special Guests GUYS 'N' DOLLS and Full Supporting Company

PALLADIUM. 01-437 7373. For 1 week only. Opening Mon. Nov. 1 at 7.30. Tue., Thur., Fri. 8.45, Wed., Sat. 6.15 and 8.45 CHARLES AZNAVOUR VIKKI CARR

PALLADIUM 01-437 7373 BOOK NOW FOR PETULA CLARK 8 PERFORMANCES, Nov. 8-13.

PICCADILLY. 437 4506. Mon. to Fri. 8.0 Saturday 5.30 and 8.30. Mat. Wed. 3.00 Jerome Kern's Hit Musical VERY GOOD EDDIE "LOVELY to look at. DELIGHTFUL to hear and HEAVEN to watch." S. Exp. "Absolutely enchanting. I really loved it." N.Y. Times Over 250 PERFS

PHOENIX THEATRE. 01-836 8611. Evenings 8.15. Fri., Sat. 5.45 & 8.45. CARTE BLANCHE THE SEXIEST SHOW IN LONDON "SUMPTUOUSLY STAGED." D. Tel.

PRINCE OF WALES. 01-930 8681. Evenings 8.00. Fri., Sat. 6.00 and 8.45. MICHAEL CRAWFORD FRANCES CUKA in SAME TIME NEXT YEAR "SIMPLY GREAT." Daily Mail. "TRIUMPH FOR CRAWFORD." D. Exp.

QUEEN'S. 01-734 1166. Evenings 8.00. Mat. Thur. 3.00. Sat. 5.00 and 8.30. ALEC GUINNESS, NICOLA PAGETT, MARK KINGSTON, ANGELA THORNE in YAHOO "Spellbinding theatre." D. Tel. "Alec Guinness is utterly compelling." Gdn.

RAYMOND REVUEBAR THEATRE. 734 1593. At 7, 9, 11 p.m. Opens Suns. PAUL RAYMOND presents THE FESTIVAL OF EROTICA '76 FULLY AIR-CONDITIONED You may drink and smoke in the Auditorium.

REGENT. 323 2787. Evenings 8.30. Friday and Saturday 7.00 and 9.15. THIRD ECSTATIC YEAR New Cast! New Excitement! LET MY PEOPLE COME AN ADULT MUSICAL "Never a dull moment." Evening News. 100 tickets held for sale at door

ROYAL COURT. 730 1745 Opens Wed at 7. Sub eves 8 Sat 5 & 8.30 MUSTAPHA MATURA'S RUM AN COCA COLA

SAVOY. 836 8888. Evenings at 8.00. Sat. 3.00 and 8.00. Matinees Wed. 2.30. ROBERT MORLEY, GEORGE COLE in B N TRAVERS' BANANA RIDGE "HILARIOUS SUCCESS." D. Tel.

ST. MARTIN'S. 836 1443. Evenings 8.00. Mats. Tues. at 2.45. Sat. 5.00 and 8.00. AGATHA CHRISTIE'S THE MOUSETRAP World's longest-ever run. 24th Year

SHAW. 01-388 1394. Evenings 7.30. ROMEO AND JULIET

STRAND. 01-836 2660. Evenings 8.00. Mat. Thurs. 3.00. Sats. 5.30 and 8.30. Doris Hare, McDonald Hobley, Arthur Howard, Barry McGinn NO SEX PLEASE —WE'RE BRITISH Directed by Allan Davis. The World's Greatest Laughter Maker

TALK OF THE TOWN. 01-734 5051. FULLY AIR-CONDITIONED From 8.15. Dining and Dancing. At 9.30 Revue SWEET TEMPTATION at 11 p.m. DREAM EXPRESS

THEATRE UPSTAIRS. 730 2554. Evenings 8.15. AN' ME WI' A BAD LEG TAE by Billy Connolly.

VAUDEVILLE. 836 9988. Evgs. 8. Mats. Tue. 2.45. Sats. 5.30, 8.30. IAN CARMICHAEL JULIA LOCKWOOD, PHYLLIDA LAW reducing a sophisticated and ardent audience to HYSTERIA (Gdn.) "HUGH PADDICK INSPIRED COMEDY" (E. News). OUT ON A LIMB "The perfect modern comedy of errors" (Yorks Post) "HOOTS OF MIRTH" (Dly. Exp.). "The evening crackles into GLORIOUS FARCE" (Times).

VICTORIA PALACE. 01-834 1317. Opens November 10 A Lavish Revue CILLA AT THE PALACE with her friend JIMMY TARBUCK

WESTMINSTER. 834 0283. Evgs. 8.00. Mat. Wed. 2.30 Sat. 5.30 and 8.30. HAPPY AS A SANDBAG 2nd Year of Delightful Hit Musical "Wonderful. Don't miss it." D. Exp.

WHITEHALL. 930 6692-7765. Evgs. Sat. 6.00 and 8.45. Mats Wed. BRIAN RIX "MARVELLOUS COMIC." Evg. N Terence ALEXANDER Jane DOWNS FRINGE BENEFITS Supper and Top-price seats £5.40

WINDMILL THEATRE. 437 6 Twice nightly at 8.00 and 10.00. PAUL RAYMOND presents RIP OFF THE EROTIC EXPERIENCES OF THE MODERN ERA An entire French production You may drink and smoke in the Auditorium. "Takes to unprecedented limits what permissible on our stage." Evening Ne

WYNDHAM'S. 836 3028. Evgs. Mo Friday 8.00. Saturday 5.15 and 8. Millicent Martin, Julia McKenzie, David Kernan, Ned Sherrin in SIDE BY SIDE BY SONDHEIM "If you are planning to spend o evening in the musical theatre this ye I urgently suggest you make it Side Side by Sondheim. If you are plannin to spend two, GO TWICE . . ." Punc "GO THREE TIMES." Clive Barnes NY

YOUNG VIC (by Old Vic) 928 636 Tonight 7.45 ANTONY & CLEOPATR (All seats 80p)

CINEMAS

ABC 1 & 2, Shaftesbury Ave. 836 886 Sep. perfs. ALL SEATS BOOKABLE. 1: FUTUREWORLD (A). Wk. & Sun 2.00, 5.00, 8.10 (last 7 days). 2: PICNIC AT HANGING ROCK (A) RADIO ONE ON THE ROAD (U). Wk Sun. 1.45, 4.40, 7.50.

CASINO, Old Compton Street. 437 6877 THUNDERBOLT AND LIGHTFOOT (X) at 2.40 (not Sun.) and 6.35. THE WAY OF THE DRAGON (X) at 4.55 and 8.53 Late show Fri., Sat. 11.15 p.m. LAST 7 DAYS.

CURZON, Curzon Street, W.1. 499 3737 COUSIN COUSINE (AA). English Sub titles. Progs. at 2.30 (not Suns.) 4.25 6.20 and 8.30. "Quite delicious and enormously funny." Daily Express

EMPIRE. Leicester Sq. 437 1234 A seats may be booked at the box office or by post. THE GREAT GATSBY (A Sep. perfs. Progs. 2.10 5.10 8.10

LEICESTER SQUARE THEATRE (930 5252 Neil Simon's Comedy MURDER BY DEATH (A) Sep progs Dly 2.30, 5.30 8.30. Late show Fri. & Sat 11.45

ODEON HAYMARKET (930 2738/2771) TAXI DRIVER (X) Sep. progs. Dly 1.30 4.45 8.15. Late show Fri. & Sat 11.45 Fi times Mons-Suns inc 2.05, 5.20, 8.50 Late show Fr 12.20. All seats may be booked.

ODEON LEICESTER SQUARE (930 6111) Richard Harris in THE RETURN OF A MAN CALLED HORSE (AA) in 70mm. Sep progs Dly. 12.05 (Not Sun) 2.45. 5.30, 8.25. Late show Fri. & Sat 11.45. Seats bkble by post or at Box Office for Mon-Fri 8.25 prog and Sat. & Sun all progs.

ODEON MARBLE ARCH (723 2011/2) BUGSY MALONE (U) Sep progs. Dly. 2.30, 5.30, 8.30. Late show Sat. 11.45

PLAZA 1 & 2 Lower Regent Street. 437 1234. Sep. perfs. All seats bookable Eve perf. Box Office 11 am to 7 pm (not Suns) No phone bookings. 1. THE BINGO LONG TRAVELLING ALL-STARS & MOTOR KINGS (A) Daily 2.10 4.10 6.25 8.35. 2. THE SHOOTIST (A) Progs wkdays 2.30 4.35 6.40 8.45

PRINCE CHARLES, Leic. Sq. 437 8181 Now in Her 3rd Sensational Year the One and Only Original EMMANUELLE (X). Sep. perfs. daily (inc. Sun.) 2.45, 6.15, 9.00. Late show Fri & Sat. 11.45. Seats bookable. Licensed Bar.

SCENE 1, 2, 3, Leic. Sq. (Wardour St.) 439 4470. SCENE 1. Cont. perfs. dly 12.30 Late show Fri., Sat 11.55. Redford Hoffman, ALL THE PRESIDENT'S MEN (AA). Progs. 12.30, 2.55, 5.55, 8.55. Late show Fri & Sat. 11.55. SCENE 2. Cont. perfs. daily 12.55 Late show Fri & Sat. 12.00. DRUM (X). Progs. 12.55, 3.05, 5.20, 7.30, 9.45. Late show Fri. and Sat. 12.00. SCENE 3. THE MESSAGE (A). Sep. perfs. daily 12.40, 4.10, 7.50. Late show Fri. & Sat. 11.30.

WARNER WEST END, Leicester Square Tel. 439 0791

1. REDFORD HOFFMAN ALL THE PRESIDENT'S MEN (AA) Sep perfs 2.05, 5.05, 8.05. Late show Sat 11.00.
2. CRY ONION (A) Cont. progs. 2.40 4.35, 6.30, 8.30. Late show Sat. 11.00
3. STANLEY KUBRICK'S BARRY LYNDON (A) RYAN O'NEAL MARISA BERENSON. Fully air-conditioned. Sep progs. 2.30, 7.30. Late show Sat. 11.00
4. CLINT EASTWOOD THE OUTLAW JOSEY WALES (AA) Sep perfs 2.30, 5.10, 8.00 Late show Sat. 11.00.

CONCERTS

STATIONERS HALL, Ludgate Hill Tomorrow at 8 p.m. Ernst and Lory Wallfisch. Mozart, and Shostakovitch Op. 147. Tickets 977 6169 and at door.

ART GALLERIES

MAAS GALLERY, Exhibition of watercolours, drawings and oils by JOHN WARD, R.A., at 15a Clifford Street, New Bond Street, W.1. Daily 10-5. Sats. 10-12, until November 5th.

MARLBOROUGH, 6, Albemarle St., W.1. Roger HELLENS 1st London Exhibition GRAPHICS. Hellens and leading contemporary artists. Until 20th Oct. Mon.-Fri. 10-5.30. Sat 10-12.30.

GALLERY, 273, Queen Mary College, Mile End Road, E.1. JAN HOOGSTEYNS. Mon.-Fri. 10-5.00.

ROYAL INSTITUTE OF OIL PAINTERS Annual Exhibition. The Mall Galleries, The Mall, S.W.1. Open Daily inc. Sundays 10-5, Until 4th Nov. Adm. 20p.

BEDFORD HOUSE GALLERY, 106, Kensington Church Street, W.8. 229 8155. Man and his table paintings and drawings by ANSELMO until November 13. Open Tues-Sat. 10-1.00, 2-6.

COLNAGHI'S, 14, Old Bond St., W.1. 01-491 7408. PHOTOGRAPHY: The first 80 years. Until 1 December. Mon.-Fri. 9.30-6. Sats. 10-1.

COVENT GARDEN GALLERY, 20 Russell St. (By the Opera House), WC2. 01-836 1139. Two Exhibitions: Charles Wirgman, Paris in the 1950s and Sites and Views to 18th century Italy.

FIELDBOURNE GALLERIES, 63, Queen's Grove, N.W.8. 586 3600. RODNEY BURN—RETROSPECTIVE.

MARINE ARTISTS, Royal Society's Annual Exhn. at Guildhall, E.C.2. Mon.-Sat. 10-5. Until 5th Nov. Adm. Free

THOMAS GIBSON Fine Art, 9a New Bond St., W.1. 499 8572. Weekdays 10-5. JOSEPH GOLDYNE First London Exhibition Monotypes and Monoprints. Oct. 14-Nov. 11.

Private Patients Plan helps keep them all in good shape.

These are just some of the top companies that choose PPP private health insurance with its choice of plans.

Schemes like Master Plan which covers all its subscribers for approved in-patient hospital expenses up to £10,000 p.a., sets no limit on the weekly benefit for private room charges and no separate limit on surgeon's fees.

They appreciate the flexibility of PPP plans and the substantial discounts for which company groups can qualify.

But PPP is not simply for the big names. Far from it. Any company can form a group with upwards of five subscribers and benefit from Private Patients Plan protection.

So complete and post the coupon today for a brochure giving you the full facts.

To: Private Patients Plan,
FREEPOST, TUNBRIDGE WELLS, Kent TN1 2YZ. (no postage is required)
Please send me details of (tick which schemes interest you).
Company group schemes ☐ Individual schemes ☐ (I am under 65 years of age)

Name

Company (if applicable)

Address

Telephone

Private Patients Plan

Private Patients Plan, Eynsham House, Tunbridge Wells, Kent, TN1 2PL. F128/10
Telephone: 0892 26255.
Established 1940. Organised by The Provident Association for Medical Care Limited.

PPP PROTECTS

THE JOBS COLUMN

Skills of keeping cool • Technical manager, etc.

BY MICHAEL DIXON

ONE arresting moment at the Institute of Personnel Management's conference the other day came when Kipling's "If" was suddenly transmuted into Burns's "How," on the following lines:

"How you can keep your head
when all about you
Are losing theirs and blaming
it on you:
How you can trust yourself
when all men doubt you,
But make allowance for their
doubting too: . . ."

The Burns associated with this version is not Robert, poet of Scotland, but David, industrial psychologist of Manchester, who for some time has been doing research with a view to helping managers to learn how to cope with stress. The potential benefit can be guessed from the fact that of the 600 managers—all working—who constituted his initial psychologically tested sample, about 20 per cent. revealed themselves to be in need of further diagnosis and possibly treatment. And some of those, David Burns said, "were apparently very sick."

But in his efforts to work out a training curriculum through *which individuals can learn the* strategies and tactics of dealing successfully with stress, he is taking a highly unusual *approach. In contrast to almost* all other students in similar areas, who are concerned with illness and how to cure it, Mr. Burns is concerned with health and how to maintain it. So he is concentrating on those who seem immune to stress, rather than on those who are vulnerable.

When the research was first reported in this column last May, he was only just starting to sift through the detailed computer analyses of his studies, and there is still much sifting to do before he can hope to begin putting together the desired curriculum. But just before he appeared at the IPM conference in Harrogate, the analysis reached a stage enabling him to list the main capabilities of behaviour in which those who cope successfully differ from those who do not.

The main list, David Burns says, is as follows:

1—The immune can put difficult or stressful situations out of their minds until they are ready to deal with them.

2—They can *deliberately* relax themselves.

3—When facing stressful circumstances, they can stand back and appraise them coolly.

4—*They can and do control* the pace at which a stressful situation develops so that it does not overwhelm them.

5—*When they see signs of* stress developing, they can intervene to prevent it from building up.

6—They know their own personal capacities, and can organise their working commitments and lives accordingly.

7—If feeling depressed, they can find the cause and tackle it directly.

8—They can cope with being disliked.

9—They can behave as the *situation requires, regardless of* their personal feelings. This, Mr. Burns says, could be described as "pure professionalism."

10—They can actively limit their personal involvement so as to bring the amount of stress they experience under their own control.

By comparison with the evidently rather isolationist tendencies of the immune where other human beings are concerned, David Burns finds that the vulnerable "are usually deeply involved with people."

This, to my mind, raises the question of whether managers in general could be trained successfully in the strategies and tactics of immunity to stress if there is to be a continuation of the pressure which has *grown up over the past dozen* years or so for management styles to become more "people-orientated." One possible inference from the findings to date could surely be that the push towards participative and considerate styles of management, while in line with current ideological trends, may be in conflict with the practical demands of getting difficult things done through other people within the punitive limits of cost and time, and thus bound to increase the stress felt by people required to manage in that way.

If so, it would seem likely that managers' nerves as well as their pockets are suffering from a dichotomy between the nation's ideological aspirations for cosiness and its economic needs of effectiveness. Which would be a pity, and all the more so because David Burns's work suggests that those who can manage so as to cope successfully with stress are economically beneficial people. They are apparently less prone to recurrent illnesses and to absenteeism through feeling off-colour in unspecifiable ways, they seem to have better memory and ability to concentrate, to be more decisive and less irritable.

Office systems in Herts.

TECHNICAL managers who have a strongly commercial outlook and a sympathetic understanding of the constraints of production, are apparently few and far between. But if one happens to be reading, there's an important job to be done with Arenson International, the bulk of whose £8m.-plus turnover is in wooden office furniture and systems.

The company, which markets mainly under the brand name of President, employs about 600 people on some 353,000 square feet of the old Handley Page aircraft company site near St. Albans, and has lately invested £1.3m. in developing its manufacturing *capabilities.* Already, I gather, there are various new products of the office furniture kind moving fairly smartly towards launching, and these will be among the concerns of the new technical manager.

Reporting to Arenson's managing director Peter Townshend, the newcomer will be responsible for the design and development department which employs about a dozen, and have certain functional responsibilities as regards plant and machinery.

Mr. Townshend is not insisting that candidates' technical competence be embellished with a paper qualification, and says that provided they meet the broad specification with which I started three paragraphs ago, they do not necessarily need direct experience of the furniture industry.

Sound knowledge of design and development, and of jig- and tool-design is essential, however. So is knowledge of cost-effective production techniques, quality control, and purchasing.

There will be a good deal of travelling, so a foreign language skill or two could well prove handy.

"I'd say the most likely source would be people already in charge of the technical side *in firms smaller than us,*" the managing director says, "but of course we'd also be interested in people at a bit lower level of technical management in companies bigger than we are."

He doubts whether a suitable candidate will be found under the age of about 35. The salary quoted is £6,000. A car is provided.

Inquiries about the Arenson job should be made to Peter Moon, the chief executive of Professional Personnel Consultants. His address is 1 Orchard Street, Huntingdon, Cambridgeshire—telephone Huntingdon 55333.

Civil Service openings

NOW for some offers being made through the Civil Service Commission. Application forms can be obtained from the CSC at Alencon Link, Basingstoke, Hants RG21 1JB—telephone Basingstoke 68551.

The first job is for someone to head the financial, general administrative and personnel services of the British Library, which has about 2,000 staff and a £21m. budget.

As director of central administration, the recruit will be involved in policy-making and in developing management information and other administrative systems requiring major applications of computer techniques. *Acting as secretary to* the British Library Board and chairing the committee which negotiates on pay and conditions are also parts of the job.

Candidates could come from business as well as from the public services, have held responsible rank in a big library or an organisation of a broadly similar professional kind, and have either an honours degree or an estimable professional qualification. Min mum age probably 35.

Salary between £9,115 an £11,465. Quote reference G 9402. Applications list close November 24.

There are openings also f some lecturers in personne organisation and manpower a the Sunningdale and Londo premises of the Civil Servic College. The newcomers wi join project teams designin and running courses, and wi specialise in teaching one o more of "line management skill human resource managemen industrial relations, organisa tional behaviour and inte personal skills." In additio there will be some genera teaching, and some research.

Since the students are main public service managers wh want to apply what they lear at the college, candidates fo these jobs must be able to teac with a practical emphasis. The should be at least 26, wit degree or other appropria qualifications, and have expe ence in either line managemen personnel or the design training.

Salaries for these appoin ments—which could be on tw year secondment—are betwee £5,210 and £8,225 in Sunnin dale, and between £5,675 an £8,225 in London. Quote refe ence G/9407. List close December 3.

ACCOUNTANCY APPOINTMENTS

---

ema

CHIEF ACCOUNTANT

Newly Qualified

West London to £5750

A subsidiary of a major French engineering company our client turns over £6 million through two operating companies manufacturing equipment for the engineering and oil industries.

Responsible for the accounting matters of one of the companies the Chief Accountant will initially supervise a book-keeper. Systems are manual and further development is required, possibly through *computerisation. Dealing with management information,* budgets, cashflow monitoring and profitability studies the Chief Accountant will be expected to play a full part in the development and management of the company.

Ideally newly qualified chartered accountants, applicants (male or female) should telephone or write to David Hogg ACA quoting ref 1/1126.

E.M.A. Management Personnel Ltd.
Burne House, 88/89 High Holborn
London WC1V 6LR
01-242 7773

A.C.A. Age 26+ To £9,000

London International Practice

Working as Personal Assistant to two of the firm's senior partners, directly involved in a wide variety of complex 'special' situations, this presents a unique and exciting challenge for a Chartered Accountant, male or female, with the necessary personality and technical skills. There are prospects of moving through to partnership within 3 years of joining the firm.

Intelligence, a mature outlook and the ability to make and take decisions are essential prerequisites, as is the ability to communicate effectively verbally and in writing.

For an application form, and more detailed information contact, in the strictest confidence, Trevor Atkinson, A.C.A. quoting reference 1701.

DLA
Douglas Llambias Associates Ltd.,
410 Strand, London WC2R 0NS.
Telephone: 01-836 9501
and 3 Coates Place, Edinburgh EH3 7AA.
Telephone: 031-225 7744.

Chartered Accountant

Salary circa £8,000

Firm of Consulting Engineers based in Home Counties with multi-million world-wide practice requires ambitious and energetic Chartered Accountant to fill a new post of Chief Accountant to the Partnership. Duties apart from normal accountancy duties and year end accounts will include supervisory financial organisation of the U.K. firm and its overseas associated firms, control systems including budgets and management accounts and world-wide cash management. He/she will report directly to the partners.

This is a progressive post. Usual fringe benefits.

Apply in confidence to:

Hays Allan,
Southampton House,
317 High Holborn,
London WC1V 7NL.

HA Hays Allan

Hanson Trust Limited
require a

Financial Comptroller

to assist the small team based at the head office in Knightsbridge where he or she will obtain a thorough introduction and understanding of the company's operations and management philosophy.

Hanson Trust has increased profits from £100,000 to £12 million over the past eleven years and is committed to a policy of continuing this growth by acquisition and organic progress. The position, therefore, offers enormous scope for an ambitious and energetic accountant.

The successful applicant will be a chartered accountant with around five years' professional and commercial post qualification experience. A salary in the order of £7,000 p.a. will be paid and generous fringe benefits, including company car, are available.
Application should be made to:-

The Financial Director,
HANSON TRUST LIMITED,
180 Brompton Road,
London SW3 1HF.

SENIOR FINANCIAL PLANNER c. £7,000

The Electricity Council is the central co-ordinating body for the Electricity Supply Industry in England and Wales. The Financial Planning Branch is responsible for providing management information relating to the financial position of the Electricity Supply Industry and assisting in the formulation of associated Council policies.

The job, open to both men and women, involves responsibility for the continuing development of a financial model capable of providing both short and long term projections of the industry's financial position. This will involve liaison with Corporate Planning and other staff. Assistance is also required in other areas of the Branch's work including the interpretation and development of investment appraisal techniques and aspects of depreciation policy, and there will be work on special assignments.

The salary range is £6,165 to £8,115 pa plus £312 supplementary payment.

An accountancy qualification will be a distinct advantage but statistical knowledge and some experience of computer programming and systems analysis work is required.

Write in confidence, giving age, career to date and present salary quoting FT/121 by 4th November 1976 to:—

Duncan Ross,
Recruitment & Development Officer,
Electricity Council, 30 Millbank,
London SW1P 4RD.

ELECTRICITY COUNCIL

Finance Director

A quality consumer product

Location, a handsome provincial city. Sales are £20m. – much of this in exports – and the company is both profitable and well dowered. They are positioned for fast growth, particularly in the prosperous overseas markets.

The top finance role is executive and will have its lively moments. The FD will also contribute to business planning and will do some travelling west and east behind the export drive.

The ideal candidate is an FCA (possibly FCMA); about 40; fully numerate; with senior experience in manufacturing companies, and not a London-lover.

Salary is negotiable with candidates already earning £10,000 or better. Car, outstanding pension scheme.

Please write – in confidence – to Wallace Macmillan ref. B.31184.

This appointment is open to men and women.

MSL *World wide*
Management Selection Limited
474 Royal Exchange Manchester M2 7EJ

International Operations Accountant

Salary negotiable from £7,000 p.a.—London Area.

This is a new appointment in the Head Office of the International Division of a major U.K. Group.

The first few months would be spent mainly in reviewing and improving the financial and management accounting controls and systems. Following this, there would be an increasing involvement with general management in the interpretation of data and the evaluation of investment opportunities.

Applications are invited from qualified accountants, male or female, in their late 20's or early 30's, who have a sufficiently mature and flexible approach to work in an unstructured environment. Experience of Overseas Taxation and Exchange Control is desirable, but not essential.

Opportunities for promotion within the Group are excellent.

Please apply in writing to Peter Barnett quoting ref. [illegible]

Beckwell Management Search

[illegible] 54-56 BAKER STREET, LONDON W1M [illegible]

ASSOCIATED WITH COMPANIES IN AUSTRALIA · BENELUX · CANADA · FRANCE
ITALY · MEXICO · PUERTO RICO · SCANDINAVIA · SPAIN · USA · WEST GERMANY

Qualified Accountant/Secretary

FINANCIAL MANAGER

(European group)

c£7,000 + car Kent

Required by headquarters of a major division whose products have earned an international reputation. He or she will report to the Finance Director and service some 10 subsidiaries in the UK and Europe.

The post will combine:

1. functional responsibility for financial services including supervision of financing/cash management, exchange control, taxation, company secretarial services, etc.
2. evaluation of budgets, capital expenditure projects and major tender submissions.

Candidates should ideally have a working knowledge of French and/or German. Occasional travel in Europe will be required.

Normal large company benefits are offered, including relocation assistance where appropriate.

Applications, with details of relevant experience, to Position Number AGQ 5708, Austin Knight Limited, London W1A 1DS.

Applications are forwarded to the client concerned therefore companies in which you are not interested should be listed in a covering letter to the Position Number Supervisor.

Joan de Smith & Partners Ltd
EXECUTIVE SEARCH CONSULTANTS

SENIOR FINANCIAL APPOINTMENT

Are you a qualified accountant . . .	*Then consider a new appointment . . .*
● experienced in controlling group liquidity	● as Manager of Funding
● using sophisticated financial techniques	● in the Treasury department of a major British manufacturer
● in a £ multi-million industrial or merchant banking environment	● responsible for all group funding, cash and banking activities
● and aged 30 to 45?	● and located in the North West

Please contact Derrick Brace on 01-584 6133 (24-hour [illegible] service) for a preliminary confidential discussion quoting reference P2278 or write to: 25 Ranelagh House, Elystan Place, London SW3.

ACCOUNTANCY APPOINTMENTS APPEAR EVERY THURSDAY
RATE £11.00 PER SINGLE COLUMN CENTIMETRE

GENERAL APPOINTMENTS

GENERAL APPOINTMENTS ARE CONTINUED TODAY ON THE FOLLOWING PAGE

International Investment Banking

Well-established international merchant bank, headquartered in London, is seeking an international investment banker with over five years' experience in all corporate finance and underwriting activities with a leading house.

The appointment will be at Management level, and the successful applicant will report direct to the Executive Director. Present employees of the bank are aware of this vacancy.

Write, giving full details, to:
Box FT 427 c/o Hanway House,
5 Clark's Place, London EC2N 4BJ

Multinational Merchant Banking

We are seeking, for our Business Development Department, a young banker under 30 years of age with a minimum of 3 to 4 years experience, gained in an international environment, to work with the executive in charge of our activities in Latin America and parts of Western Europe. Ability to speak fluently in French and Spanish would be a distinct advantage. A willingness to undertake *occasional business travel is essential.*

Salary will be offered commensurate with experience and fringe benefits will be those normally associated with a first-class banking institution in London.

Applicants, male or female, may write in complete confidence, giving full details, to Mr. David E. Nye, Assistant Director & Secretary, London Multinational Bank Limited, 1 Union Court, Old Broad Street, London, EC2N 1EA.

Banking
Central Pacific

A new State Bank is being formed by an independent Republic on an island in the Pacific. The General Manager will be British and applications are invited for the following posts

Manager
Domestic and International Banking Services

Accountant
Domestic and International Banking Services

Manager
International Investment Services

Accounts Controller
International Investment

Senior General Clerk
Domestic Operations

Senior General Clerk
International Operations

Ledger Supervisor (female)
Domestic and International Banking Services

Ledger Machinist (female)
Domestic and International Banking Services

These posts will particularly appeal to men and women who have served overseas and wish to continue to do so.

Remuneration is tax-free, payable in Australian dollars, and agreeable accommodation is provided at nominal rent. Contracts of service for men would be four years with three months leave on completion of 21 months service. Appointments for women would be for one year followed by six weeks leave. Passages, including family, fully paid. Arrangements variable to suit special circumstances.

These positions are permanent and contracts are renewable by agreement. It is the intention that successful candidates join early in the New Year.

Write in complete confidence, quoting reference 341, to Charles Martin Associates Ltd., Executive Selection Consultants, 33 College Hill, London EC4R 2PT, giving a summary of career including personal details. Please state clearly for which post you are applying. Candidates for interview will be notified within 14 days.

CHARLES MARTIN
ASSOCIATES LIMITED

Merchant Banking–Europe

City c. £10,000

Contribute to the growth of a prominent International Merchant Bank

Our Client is looking to extend its business activities in Europe where it is already well represented through the shareholding banks.

As a member of the European team, you will assist in the marketing and *development of the bank's services in France and Southern Europe generally,* from the London base.

To qualify for this challenging position, you will be aged around 25–30 and bi-lingual in French and English, with good banking experience.

Applications in strict confidence to Norman Philpot.

Lloyd Executive
Brownlow House, 50-51 High Holborn, London WC1V 6ER. Tel: 01-405 3499

Head of Management Accounting

City c. £6,500

Leading International Bank

Our Client, one of the world's major banking groups, seeks a young banker to take responsibility for a vigorous Accounts team involved in most aspects of the bank's accounting operations.

Candidates, in the age group 28–34, will have sound banking experience of which the last 3 years will have been spent in an international bank in a management accounting capacity. A professional qualification in either banking or accountancy would be an advantage, and a mature and flexible personality is essential since the position will involve regular contact with senior management.

This is an exceptionally attractive opportunity offering genuine prospects for career development.

Applications in strict confidence to Tony Tucker.

Lloyd Executive
Brownlow House, 50-51 High Holborn, London WC1V 6ER. Tel: 01-405 3499

ACCOUNTANCY APPOINTMENTS

Group Controller

International Packaging Group

Home Counties Negotiable Salary

Our client is a manufacturer of specialised packaging for the food and consumer industries with plants in the U.K and on the Continent. Rapid expansion has now brought turnover up to £20m.

To enable the Managing Director to devote more time to major new projects he requires someone to work closely with him on operational matters as well as taking on the financial control of the group. All the subsidiary companies are self accounting, but the Group Controller will be personally responsible for such areas as pensions, insurance and finance which affect the whole group.

The ideal candidate will be a graduate with the intelligence needed to assess new opportunities and problems, and sufficient business experience to make reliable judgments. He or she will have a professional accountancy qualification. We are looking for someone with sufficient knowledge of industry to fill a senior position on appointment.

Salary and benefits will not be the limiting factor in making the appointment and, with the planned growth of the group both in the U.K. and Europe, there should be opportunities for further advancement.

Please write in confidence, enclosing concise personal and career details to J. D. Atcherley quoting reference M843/FT

AYMS

Arthur Young
Management Services
Moor House, London Wall
London EC2Y 5HP

CHIEF ACCOUNTANT AND FINANCIAL CONTROLLER

c£8,500 Negotiable City

The city H.Q. of a leading timber and builders' merchant group with wide U.K. coverage, as well as overseas interests, requires a Chief Accountant/Financial Controller. Duties will include responsibility for consolidated accounts, control of group finances, cash flow forecasts, budgets, foreign exchange transactions, evaluation of projects and acquisitions and general advice to the board on all financial and accountancy aspects of group operations.

The post requires a highly competent and versatile accountant, able to work harmoniously as a member of a compact management team. Preference will be given to applicants with about 10 years' post-qualification experience, preferably in distributive or other relevant commercial field, and seeking a permanent career. Salary negotiable around £8,500, depending on experience. Good pension scheme.

Applications in writing from Male or Female candidates, giving a brief c.v., to Brian Luxton quoting reference 5760.

Mervyn Hughes Group
59 St. Mary Axe, London EC3A 8AR
Management Recruitment Consultants
01-283 0037 (24 hours) Telex 887818

We are the European headquarters of a successful multinational company.

Because of our continuing growth we require for our Financial Department in Brussels two new employees for

money management

We are looking for:

financial analyst

He will be responsible for financing cash-management and foreign exchange management.
The candidate should be a university graduate with 2 to 3 years experience in American accounting systems and financial analysis.

financial trainee

After a training period he will be responsible for project-work in cash-management in different European countries.
Previous experience is not a must.

For both positions a good knowledge of English as well as a willingness to travel is required.

Submit your detailed curriculum vitae to:
Blue Bell Europe, B. Dzialak, Employment Manager Europe,
rue de Brabant 62, 1030 Brussels, Belgium.

Wrangler

CREDIT ASSISTANT

The London Branch of one of the largest German banks is looking for a Credit Assistant with experience in analysis of U.K. and international companies.
Salary is above average for the right person and we offer excellent fringe benefits.
Please write in confidence with brief relevant career details to:—

WESTDEUTSCHE LANDESBANK GIROZENTRALE
21, Austin Friars,
London EC2N 2HB.
Attention Mrs. L. Thurlow.

APPOINTMENTS APPEAR EVERY THURSDAY

£11 per single column centimetre

For further details contact:
James Jarratt 01-248 8000, Ext. 539
***Financial Times*, 10 Cannon Street,**
London EC4P 4BY.

57% of Accountants
in Senior Management positions
in Industry and Commerce read the
FINANCIAL TIMES*

*Source:
Mass Observation (U.K.) Limited.

APPOINTMENTS WANTED

FORMER S.E. MEMBER, 36, wide business experience and connections and proven profitability record seeks challenging position in investment/allied fields. Write Box A.5727, Financial Times, 10, Cannon Street, EC4P 4BY.

MERCHANT BANK
Close Brothers Limited

A MEMBER OF
THE CONSOLIDATED GOLD FIELDS GROUP

Close Brothers Limited is looking for an experienced man (or woman) for its corporate financial advisory activities.

The ideal candidate will be in his late twenties or early thirties, a graduate and presently working in the corporate finance department of one of our larger competitors. He will be attracted by the idea of working in a smaller Merchant Bank/Issuing House where he will see the direct result of *his own efforts. He will be a person of initiative and able* to attract business on his own. After a suitable introductory period he will be appointed to the Board.

Quality, excellence and undoubted competence are pre-requisites for this job.

Please write in confidence to: R. D. Kent, Managing Director, Close Brothers Limited, 82/84 Fenchurch Street, London EC3M 4BY.

MERCHANT BANKING

S. G. Warburg & Co. Ltd.

With the continuing growth of our international issuing business, we are now seeking one or two additional young executives with the potential to make a significant *contribution to our business.*

Successful applicants are likely to be graduates, aged between 24 and 32, who have already acquired first-class experience of international issues or corporate finance in London or an overseas financial centre. Alternatively, they may be professionally qualified in accountancy or law, with some relevant post-qualification experience. Fluency in one or more foreign languages would be an advantage and willingness to travel is essential.

Applications, enclosing a concise curriculum vitae, should be sent in confidence to:

G. E. J. Wood, S. G. Warburg & Co. Ltd.,
30 Gresham Street, London EC2P 2EB.

Marketing Manager

HOSPITAL EQUIPMENT

c. £6000 + Profit Share

Our client is a small subsidiary, recently acquired as a base for major expansion. The company produces specialised hospital equipment and is based in the south east.

The need now exists for a Marketing Manager who will be responsible for the development of the company's marketing plans and for the resultant sales achievement, both within the U.K. and abroad.

Candidates, male or female, should be graduates and must have both industrial marketing and sales experience, preferably within the medical equipment or pharmaceutical field. Alternatively, a construction or engineering background might be appropriate, as would international experience and languages.

The rewards are exceptional for someone around 30 and the future prospects, including a Board appointment, unlimited. The salary is negotiable, along with a profit-sharing scheme, a company car and pension benefits. In all, an opportunity for those who positively relish a challenging adventure. Please write in confidence to John M. Anderson, as Adviser to the company, at—

John Anderson & Associates
Canterbury House, 85 Newhall Street, Birmingham B3 1LH

LEOPOLD JOSEPH & SONS LIMITED
MERCHANT BANKERS

are looking for two people to supplement the staff in their foreign exchange dealing room:

A) One dealer with some years' experience and preferably knowledge of a foreign language, and

B) A positions clerk, with prospects of advancement.

Competitive salaries and usual benefits are offered.

Please apply in full confidence with complete career details to:—

John Morgan,
***LEOPOLD JOSEPH & SONS LTD.*,**
31-45, Gresham Street,
London, EC2V 7EA.

GENERAL APPOINTMENTS

Mervyn Hughes Group
59 St. Mary Axe, London, EC3A 8AR
Management Recruitment Consultants
☎ 01-283 0037 (24 hours)

Assistant Treasurer

c. £6,500 Negotiable **Peterborough**

Thomas Cook, a major international travel and banking group, is seeking an experienced Assistant Treasurer.

This new appointment will further strengthen a highly professional management team in which banking and cash management play a vital role.

The successful candidate will be closely involved in the funding and financial management of overseas subsidiaries and investments, and will develop a system for the monitoring and control of world-wide currency exposure.

He/she will be aged over 26, with at least two years' foreign exchange experience, either with a bank or in the Treasury Division of an international concern, and preferably of graduate calibre, with a good financial understanding and experience of modern techniques of international currency management. A knowledge of credit control management would be an advantage.

The prospects for career development and advancement are good.

The position will be located at the Company's new headquarters in Peterborough, and relocation assistance will be given.

Applications in strict confidence, with a brief c.v., to Brian Luxton quoting ref. 5759.

RETIRED BANK MANAGER

preferably with knowledge of London money market. Main task is to operate in short-call *market for international* institution. Age 55 to 60 approximately.

Please write confidentially to:
S. W. J. Simpson, Ref. B38222
MSL
17 Stratton Street, London,
WIX 6DB

CITY COMMODITY BROKERS GROUP

require an Assistant Accountant preferably with some post qualification *professional experience, who seeks to* make a career in the City. Computer experience not required but on line system going live in 1977.

£5,000 to £6,000 p.a.
or higher according to age and experience.

Write Box A.5726, Financial Times,
10, Cannon Street, EC4P 4BY.

DOC. *Credit Supervisor with minimum 3 years' experience, aged 23-30, £3,600 + bonus.* Phone Yvonne, Lee Personnel, 409 1944.

COMMODITY back-up staff wanted. Charterhouse Appointments. 01-636 2377

Merchant Banker

Applications are invited for a Banker to join the board of an authorised City merchant bank. The successful applicant will have experience in lending in both the domestic and international markets and will be expected to negotiate and process new loans through all the detailed procedures. Ideally the applicants will have obtained a senior position in a clearing bank, merchant bank, or *international bank, and will have a sound* knowledge of the workings of the City. In addition to technical ability they will be required to demonstrate that they have a flair for innovation and developing new business.

This is a board appointment and an excellent salary is *negotiable, together with the usual fringe benefits.* Apply in confidence quoting "B.7" to:

The Managing Director,
Gray Dawes & Company Limited,
40 St. Mary Axe,
LONDON EC3A 8EU

Gray Dawes
& COMPANY LIMITED
MERCHANT BANKERS

RESERVE BANK OF AUSTRALIA

RESEARCH ECONOMIST

The Reserve Bank of Australia invites applications for the position of Research Economist in its Banking and Finance Department at the Bank's Head Office, Sydney.

Duties of the position involve both theoretical and applied research into various aspects of finance, with particular reference to banks and non-bank financial intermediaries. The occupant *will be required to direct and motivate a small* support team of research staff. The work of this group will include the consideration and review of various policy instruments in the Australian environment for both economic stabilisation and other purposes; *other work would relate to* the formulation and implementation of monetary policy and also research into factors determining the performance of various types of financial institutions. The position requires a person of high academic qualification, proven ability in general equilibrium approaches to monetary theory and a record of research and experience in the area.

The salary for the position will depend importantly on qualification and experience. The figure of $A18,000 is offered as a guide.

Appointment would be for a period of two years.

Applicants should apply initially with details of educational experience to be followed by preferably two references to:

Chief Representative
RESERVE BANK OF AUSTRALIA
8/10 Old Jewry
London, EC2R 8DT.

Applications should be received by end-November.

ACTUARIAL OPPORTUNITY IN INVESTMENT MANAGEMENT

The Royal London Mutual Insurance Society has created a new post within its small but active investment management team for an Actuarial student, aged in the mid-twenties who is making good progress in the examinations. As a member of this team the successful applicant would be engaged, after a short period of training in both research and dealing in connection with a large portfolio of Stock Exchange Securities.

This opening offers a competitive salary, interesting and varied work and the prospect of an attractive career to the right person, who must be prepared to live within easily commutable distance of Colchester, where the Royal London aims to be relocated in approximately three years time.

If you are interested, please write to:
The Deputy Investment Manager,
Royal London Mutual Insurance Society Ltd.,
Royal London House, Finsbury Square,
London, EC2A 1DP.

INTERNATIONAL MANAGER

EXPORT SALES

(also Regional Export Managers)

Excellent opportunity to make a significant contribution in a young and rapidly expanding consumer electronics company.

Based in London you will be responsible for establishing a world-wide network of dealers and distributors for an extremely high quality and high unit value product with proven international demand for consumer, industrial, governmental and commercial applications.

You will *identify, screen and secure such dealers and distributors: ensure that* they are properly trained from both a sales and service viewpoint: guide their marketing and sales promotion activities: co-ordinate their sales efforts and closely monitor their performance.

Qualified applicants will be active "doers"—tactfully aggressive, persuasive, *creative in developing* successful marketing strategies and sales promotion programmes, enthusiastic and committed to the task of motivating dealers and distributors to achieve their full sales potential.

The International Manager will have 8-15 years' experience managing export sales to dealers on a global or near global basis. Regional Managers are expected to have lesser quantities of similar experience, perhaps with concentration on a particular geographic area such as Europe, the Mid East, Africa, etc.

Preference is for product experience in the colour TV or related industries.

Overseas travel will be frequent: rewards for achievement high.

We pay generous base salary plus incentive bonus and executive benefits.

Kindly give full details including present remuneration and home or office telephone number, with your CV and enquiry letter:

Executive Director
Zygma Electronics Limited
21 Upper Brook Street, London W1

COMPANY NOTICES

JARDINE, MATHESON AND CO., LIMITED

NOTICE IS HEREBY GIVEN that the transfer books and register of members of the Company will be CLOSED for the purpose of the Interim Dividend from 8th November to 22nd November 1976, both days inclusive.

The Interim Scrip Dividend with a cash alternative of HK$0.18 per stock unit will be paid on 20th December 1976 to Stockholders on the Register of Members on 22nd November 1976.

In order to qualify for the Dividend, all transfers, accompanied by the relevant share certificates, *must be lodged with* the Company's Registrars, Central Registration Hong Kong Ltd., Gammon House, 1st Floor, Harcourt Road, Hong Kong not later than noon on 6th November, 1976.

By Order of the Board,
K. W. YOUNG,
Company Secretary.

Hong Kong,
27th October 1976.

TIGER OATS AND NATIONAL MILLING COMPANY LIMITED
(Incorporated in the Republic of South Africa)

INTERIM DIVIDEND NO. 63 ON THE ORDINARY SHARES

Further to the dividend notice advertised in the Press on the 17th August, 1976, the conversion rate applicable to payments in United Kingdom currency in respect of the above-mentioned dividend is £1 = R1.398215 equivalent to 14.324449p per share.

The effective rate of South African Non-Resident Shareholders' Tax is 15 per cent.

For and on behalf of
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED
London Secretaries
J. C. GREENSMITH

London Office:
40, Holborn Viaduct,
EC1P 1AJ.
Office of the United Kingdom Transfer Secretaries:
Charter Consolidated Limited,
P.O. Box 102,
Charter House,
Park Street,
Ashford, Kent,
TN24 8EQ.
26th October, 1976.

PERSONAL

NEW GAS/ELEC WATER HTRS., also gas fires ex-stock. Crane and Son Ltd., 77 Streatham Hill, London S.W.2. 01-674 2224.

BUSINESS AND INVESTMENT OPPORTUNITIES

Two healthy, established, specialist monthly magazines

FOR SALE

or, alternatively require moderate financial injection

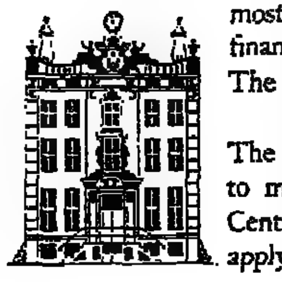
Annual turnover £200.000

Principals only please

Write Box E8906, Financial Times
10 Cannon Street, EC4P 4BY

OVERSEAS PROPERTY

Stylish Office Premises to let on Herengracht in Amsterdam.



A row of stylish office buildings, situated in one of the most distinguished parts of the Amsterdam city centre, the financial heart of the Netherlands, the 'Golden Bend'.

The offer is highly varied from
200 m2 up to over 18,000 m2.

The buildings are in an excellent condition. We will be happy to make an appointment at our Herengracht Information Centre. Those who are interested in further details please apply to:

J. Rappange, Real Estate Agent
Prinsengracht 255-257
Amsterdam. Tel. (020) 240363

Van Poelwijck & Stefels b.v.
Jan van Eijckstraat 7-9
Amsterdam. Tel. (020) 721212

BUSINESS AND INVESTMENT OPPORTUNITIES

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

Finance for Growing Companies

If you are a shareholder in an established and *growing company and you, or your company,* require between £50,000 and £1,000,000 for any purpose, ring David Wills, Charterhouse Development.

Investing in medium size companies as minority shareholders has been our exclusive business for over forty years. We are prepared to consider new investments in both quoted and unquoted companies currently making over £50,000 per annum pre tax profits.

CHARTERHOUSE

Charterhouse Development, 1 Paternoster Row, St Pauls,
London EC4M 7DH. Telephone 01-248 3999.

NON-EXECUTIVE DIRECTORS

Chairmen seeking to strengthen their Board with outside experience and expertise should consult:

DIRECTORSHIP APPOINTMENTS LIMITED
53 Pall Mall London SW1Y 5JH

London (01) 628 0666: Birmingham (021) 643 6071:
Macclesfield (0625) 22231: Bristol (0272) 2994462:
Wokingham (0734) 78464

SPECIALISTS IN THE
PROVISION OF NON-EXECUTIVE DIRECTORS

NOISE PROTECTION SYSTEM

For sale in countries outside the Federal Republic of Germany, the complete manufacturing equipment of a noise protection system made of thermoplastic man-made elements: The following are offered direct from the manufacturer and system developer:

- KNOW-HOW
- TECHNICAL DOCUMENTS AND TEST CERTIFICATES
- SAMPLES
- TOOLS AND PRODUCTION PLANTS
- DEMONSTRATION
- ADVICE ON SETTING-UP THE EQUIPMENT UPON ACCEPTANCE

For the production, an extrusion blowing machine with output capacity of 80-100 kg/h is available.

Parties interested in acquiring the total package or licence only please write to:

Technik + Information H. Fidler
Am Kernerberg 12
D 8011 PLIENING near Munich, W. Germany

LEADING AMERICAN FINANCE COMPANY

wishes to purchase finance companies receivables in the U.K. Also bulk purchase of receivables from retail sources.

Please contact:
Mr. E. M. Osborne, Marketing Department,
AVCO Financial Services Ltd.,
Trafalgar House, 29 Park Place, Leeds 1.
Telephone: 0532 451956/7

ARE YOU INTERESTED IN A SPECIFIC INDUSTRIAL PRODUCT OR EQUIPMENT IN FRANCE?

Our organisation can provide you, very quickly, with the catalogues and technical data of all relevant manufacturers and distributors in the French market. Additional information is provided in the shape of a brief analysis of the market position plus financial data concerning the leading companies. Our team of experts are completely bi-lingual and our company is Paris based. *Please reply to Box No. F.466, Financial Times, 10, Cannon Street, EC4P 4BY.*

INDUSTRIAL PROBLEMS IN THE SOUTH WEST?

Successful record as professional manager — 20 years Chief Executive in manufacturing industry, experienced Consultant and Non-executive Director — available for trouble-shooting, management audit, counselling.

Write in confidence to Box E.8888, Financial Times, 10, Cannon Street, EC4P 4BY.

A BRITISH COMPANY

has developed a range of specialised products for the Building and Construction Industry which are unique, so far without any form of competition, and capable of providing enormous earnings.

A full exploitation of the potential, however, is currently outside the experience and expertise of the Company.

It is essential that the Company find and secure the services of a person *with the following qualifications:*

(a) Inside knowledge of the Construction Industry especially overseas.
(b) Contacts at the highest possible level.
(c) The breadth of vision necessary to recognise and grasp the opportunity being offered.

For someone possessing the above attributes remuneration, which will be on a basis of profit sharing, will be very substantial indeed.

Write Box E.8889, Financial Times, 10, Cannon Street, EC4P 4BY.

CANNERY—N. W. ENGLAND

Well established Canning Company, at present producing 'Catering-Pack' Meats.

(facilities capable of quadrupling current output) would be interested to discuss sale, rental or joint venture possibilities. Premises comprising [illegible],000 square feet of manufacturing area and includes considerable cold storage space.

Principals only apply to,
Box E8860, Financial Times
10 Cannon Street, EC4P 4BY

MEMBER STOCKBROKER

Arbitrageur with good overseas connections and clientele wishes to join small or medium sized firm.

Write Box E.8886, Financial Times, 10, Cannon Street EC4P 4BY.

SCHOOL FOR SALE

Specialises in Secretarial and English Language courses. Genuine reason for sale. Interested parties must send business and financial references.

Principals only write:
Box E8874, Financial Times
10 Cannon Street, EC4P 4BY

YOUR OFFICE IN REGENT STREET

- Luxury furnished private offices
- *Prestige business address*
- 24-hour telephone answering
- Telex, secretarial, Xerox

ADFONE BUSINESS SERVICES
150 REGENT STREET, W1
Day 01-734 9571 - Eves. 01-734 5351

EXPORT

FOODS INDUSTRY and others
Your finished product or Raw Materials required. Markets immediate available. You have no admin/shipping/insurance/payment problems

Contact: Mr. Harper.
HARPER WOLVERHAMPTON.
1 Gresham Chambers, Lichfield St.,
Wolverhampton. Tel. 24339

CANADA & U.S.A.

Chartered Accountant resident in Canada is available for investigations, auditing and accountancy work. Specialises in all aspects of financial advice relating to "Show Business" and is fully conversant with the problems of overseas earnings with special reference to the U.S.A. and Canada.

Write Box E.8884, Financial Times, 10, Cannon Street, EC4P 4BY.

SUCCESSFUL

Businessman, 35, retail background, seeks to invest energy and capital to expand small business. Any area of activity considered.

Write Box E.8896, Financial Times, 10, Cannon Street, EC4P 4BY.

Printing company required with factory in London area of 15,000 to 20,000 sq. ft.

FOR MERGER OR ACQUISITION

Turnover and profit immaterial. Strictest confidence assured.

Please write to Managing Director, Box E.[illegible], Financial Times, 10, Cannon Street, EC4P 4BY, or Telephone 61 68190 any evening after 8 pm.

PRODUCT WANTED

Engineering Company is seeking new products to manufacture with some electrical/electronic content, will buy product or small company outright.

Enquiries to Box E.8891, Financial Times, 10 Cannon Street, EC4P 4BY.

Merchant Converting Business for Sale

Premises in Midlands and London. Small but energetic staff. Potential turnover £300,000 pa. Offers invited.

Write Box E.8892, Financial Times, 10, Cannon Street, EC4P 4BY.

EDUCATED YOUNG MAN, with international background, business acumen fluent in four European languages seeks post London based. Write Box E.8899, Financial Times, 10, Cannon Street, EC4P 4BY

SWITZERLAND. Chalets and apartments from £40 000. Mortgages. Full service. Palmer & Parker 01-499 4801.

IBM ELECTRIC TYPEWRITERS factory reconditioned and warranted by IBM. Buy—save up to 30 pc. Lease—3 years from £2 20 weekly. Rent—from £24 per month. Phone Vertex 01-641 2365.

PROFESSIONAL BUSINESSMAN going to *Gulf on business early November.* Willing to accept suitable commissions. Write Box E.8877, Financial Times, 10, Cannon Street, EC4P 4BY.

DAUNTED BY EXPORT PROBLEMS? NEED AGENTS OR OFFICES IN FOREIGN MARKETS?

NEED HELP IN ORGANISING YOUR EXPORT SALES?

Ambitious, dynamic companies can develop their exports faster with help from our 14 overseas offices, all with highly qualified national staff.

Our present clients are in many different product categories including Ceramics, Furniture, Plastic, Baby Wear, Structural Engineering Equipment, Wines and Spirits, Packaging, and Bathroom Fittings.

The common link is our strong connection with key buyers—we earn commissions on sales, as well as fees for our planning and advice.

If you think YOU have a sales potential of at least £100,000 in the first year please phone one of our directors for a confidential chat about your particular export problems.

Phone John Burne or David Stanley on Hertford 50523/4, Telex 21120, ref. 1593.

IEM EXPORT MARKETING,
9, South Street, Hertford, Hertfordshire.
OFFICES IN 14 COUNTRIES.

CONTROL FOR SALE — BY LOAN

Control of a publicly held U.S. corp. with over 2,000 stockholders is obtainable in consideration for lending $1,000,000 at a good rate of interest. The lender will be granted an option to purchase 69 per cent. of the stock for $500,000 at any time during the next 3 years. The loan of $1,000,000 should be secured by the assets of the corp. plus its lien of $1,000,000 of another business. Was a conglomerate, now liquidating unrelated divisions. 1975 revenues $17,000,000; tax loss carry-forward $8,000,000. Principals only. Write showing financial capability:

Box E.8477, Financial Times, 10, Cannon Street, EC4P 4BY.

COMPANIES WANTED

Our clients have substantial cash available for the purchase of companies engaged in:

PROPERTY INVESTMENT — PROPERTY DEALING
SHARE INVESTMENT — SHARE DEALING

Write or ring:
Managing Director, Abbotsbury Financial Services Ltd.,
Warnford Court, Throgmorton Street, EC2N 2AT.
Tel. Nos.: 01-588 5877 and 01-638 0567

PUBLISHING GROUP

Wishes to expand by the acquisition of medium/small profitable and lively Publishing houses.

Please write giving brief details to the Managing Director:
Box E.8901, Financial Times, 10, Cannon Street, EC4P 4BY.

SMALL ENOUGH TO CARE — BIG ENOUGH TO GET YOU THERE!

If you have good light engineering product not yet enjoying export success maybe our proven entrepreneurial skills could help. We are a public company (turnover £2,300,000 p.a.) with marketing subsidiaries in Europe, U.S.A. and Japan—all built from scratch.

To arrange exploratory discussions send product details to Chairman, Box E.[illegible], Financial Times, 10, Cannon Street, EC4P 4BY.

CUT SOME OF YOUR SALES COSTS BY UP TO 85%!

PLANNED TELEPHONE SELLING has opened new markets, increased turnover and profits and reduced sales costs for a variety of products and services in recent years. It can do the same for you. All you need is a right brief, an experienced Telesales Supervisor and a well trained, closely monitored team. You supply the brief, we supply the rest. At an average of only 35p a call the cut in some sales costs can be dramatic—up to 85%! The increase in sales and profits impressive. Ask for our leaflet or better still, let me explain how our Telesales team can be put to work for you.

Call Mrs. Doris Davis at
CHALLONER TELESALES
19/23 Oxford Street, W1
Telephone: 01-437 9030

ELECTRICAL ENGINEERING BUSINESS FOR SALE— AUTOMOTIVE INDUSTRY MANCHESTER AREA

Manufacturers and Distributors of battery chargers, auto-electrical spares, etc. Contractors to GPO, British Rail, etc. Turnover approximately £200,000 [illegible]. Freehold land and buildings [illegible] complex.

Please Write to:
SMITH, FORSHAW & CO.
Midland Bank Chambers,
26, Cross Street,
Manchester M2 1ND.

JORDANS SPEEDY COMPANY NOW COSTS ONLY £85

and that includes company books and seal. It can be formed in about 3 weeks, with the name of your choice.
Tel: 01-253 3030
Telex 261010
Jordan & Sons Ltd
Jordan House
47, Brunswick Place
London N1 6EE
Jordans

SMALL SPORTS GROUND

APPROX. 5-8 ACRES

wanted to lease or purchase within 10 miles of Hendon, N. London, for sports club of company.

Brief details to Box E.8902, Financial Times 10, Cannon Street, EC4P 4BY.

ASSEMBLY PACKAGING CAPACITY AVAILABLE

Up to
70,000 sq. ft.
and
100 employees
Available November to April 1977
Contact: MRS. WILLIAMS
Grantham (0476) 66811

WAY OUT

Medium South Wales Engineering Company with guillotine, rolls, heavy brake press and fabricating facilities, will consider sale, merger and/or expertise to ensure continued development.

Write Box E.8898, Financial Times, 10, Cannon Street, EC4P 4BY.

FINANCIER

required to invest with [illegible] in tax-free building projects in [illegible] Gulf [illegible] and EEC countries.

Reply in strictest confidence to Box E.8883 Financial Times, 10, Cannon Street, EC4P 4BY.

PRESTIGE OFFICE REQUIRED

Swiss based Investment Trust requires office in West End for use as representative office in London. Permanent suite of 3 or 4 rooms and sharing reception and conference room. No accommodation address but only sharing with other compatible business such as Architects or Solicitors will be considered. Write Box E.8897, Financial Times, 10, Cannon St., EC4P 4BY.

FINDER WANTED

High calibre person with wide and established financial contacts in Mid-East oil countries. Goal is to raise 20 million U.S. dollars for publishing project.

Write Box F.464, Financial Times, 10 Cannon Street, EC4P 4BY.

LIMITED COMPANY

FORMED BY EXPERTS
FOR £72
READY MADE £80
COMPANY SEARCHES
EXPRESS CO. REGISTRATIONS LTD.
30 City Road E.C.1
01-628 5434/5/7361/9936

ISLE OF MAN OFFSHORE TAX SAFEGUARD

Grasp the opportunities in a low tax area. [illegible] specialists in the formation of companies including nominee appointments. Secretarial services, general agency work, telex and general consultancy, including commercial loan placements.

Full details from: J. C. Brown, A.I.B. [illegible] BROTHERS, 11 Athol Street, Douglas, Isle of Man. Tel. 0624 23411

CAPITAL

in tranches of US Dollar 10 to 500 millions for international placement (10 years) against first class securities, a single amount of US Dollar 200 mln. for immediate placement in Europe.

Please refer to Box F.467, Financial Times, 10, Cannon Street, EC4P 4BY.

TOYS

A Public Company which is a major force in the toy field is seeking to expand by acquiring a toy manufacturing company or by the purchase of assets relating to the manufacture of existing products.

All correspondence to:
[illegible] BARNETT & CO.
[illegible] House, 32, Peter Street,
Manchester 2.

GERMAN TEAM

of retired executives free to take assignments, liaison, consulting, market research.

GAV
Munich 2, Ledererstr. 2

START A SMALL import-Export Agency. Work at home by Post. Wade Consultants Ltd. Dept. F, P.O. Box 9, Sutton, Surrey.

[illegible] IN SOLAR ENERGY — Growing [illegible] company requires additional capital. [illegible] Financial Times, 10, Cannon Street, EC4P 4BY.

MONEY [illegible] AVAILABLE £250,000 [illegible] £2,000,000. [illegible]

RLIAMENT

Rodgers rules out further BR passenger subsidy

BY JOHN HUNT

THERE CAN be no question of increasing the present annual passenger subsidy of £324.1m. to British Rail, Mr. William Rodgers, the new Transport Secretary, told the Commons yesterday when MPs urged him to oppose any further rise in fares.

When MPs continued to press him on the point Mr. Rodgers hinted that he could not even guarantee that the subsidy would *continue* at its present level.

The Government has stipulated that up to 1980 British Rail should not exceed in real terms the total passenger sector subsidy of £324.1m. which it received in 1975.

Difficult

Mr. Rodgers, who was facing Commons questions for the first time in his new job, said that he was anxious not to pre-empt any of the options open to him. Very difficult decisions had to be made within the public expenditure figures set out in the White Paper.

He agreed that many foreign rail systems were in receipt of subsidies and added: "It will be hard enough for me to defend the existing amount of rail subsidy. There can be no question of increasing it."

Asked for an assurance that there was no intention of reducing the existing level of subsidy, he replied: "I hope it will be possible to maintain that, but nobody can forecast the future."

On transport policy generally, Mr. Rodgers confirmed that the Government hopes to issue a White Paper next spring following the recent transport policy consultative document. He hoped that it would be possible then to devise an objective formula to bring stability to the whole of the transport industry for a period of 10 to 15 years—"perhaps to the end of the century."

Facing up to Left-wing pressure for increased rail subsidies, he made it plain that very tough decisions had to be made. He stressed that bigger subsidies had to be met by increased taxation.

Mr. Martin Flannery (Lab., Hillsborough) told him that if fares rose much more it would look like a plot to get rid of the entire British railway system. He warned that the threat of a rail strike for even half a day *would plunge* the country *into* chaos.

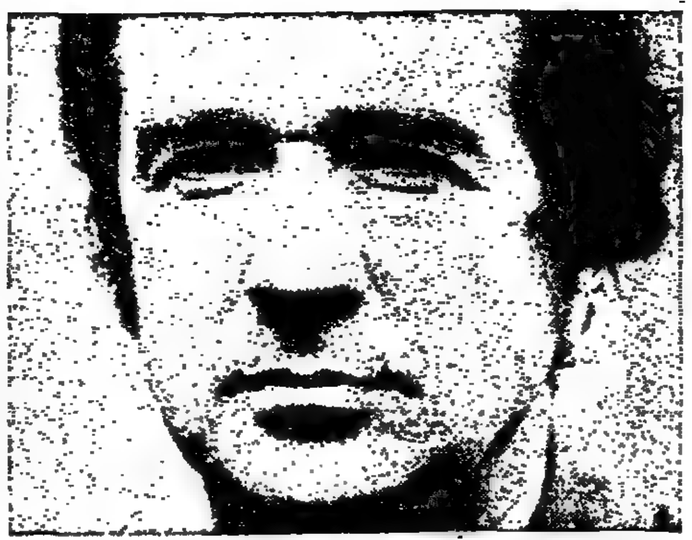
The Secretary of State told him: "If the necessary revenue is not raised in fares then it must be paid in subsidy. This falls upon the taxpayer or ratepayer. There is no way round this unless services are cut.

"It is a very difficult dilemma. But I share the view that we should try to reach of level of profitability."

Criticism of proposed fare increases also came from the Tory side of the house. Mr. Norman Fowler, shadow Transport Secretary, said that Mr. Rodgers had taken over at a time when rail commuters faced a crisis. Over the past two years rail fares had doubled and the major reason was the Government's failure to tackle inflation.

The long term solution must mean controlling inflation and controlling costs within British Rail itself, he said.

In a written answer later, Mr. Rodgers said that he expects British Rail's loss this year to be smaller than the £60.8m. loss which it suffered in 1975.



Ashley Ashwood

Mr. William Rodgers, Transport Secretary . . . "difficult dilemma."

National Freight loss

THE NATIONAL Freight Corporation's deficit this year should be substantially lower than last, Mr. Rodgers told questioners.

"There is no reason why, in the longer run, the NFC should be in receipt of subsidy," he added.

Answering a question from Mr. Tim Sainsbury (C Hove) he recalled that the Government had promised to introduce legislation to give statutory backing for the grants which had been paid to the corporation so that it could meet its financial obligations.

Further proposals for eliminating the corporation's deficit would follow when he had completed his consideration of its financial position.

There was no doubt at all, he said, that the deficit made by the corporation last year was larger than could be tolerated. Present figures were improving but there was still room for further improvement.

Mr. Ian Gow (C Eastbourne) wanted to know if the loss this year would be more or less than the £31m. lost by the corporation last year.

Replied the Secretary of State: "I am led to believe it will be substantially lower this year

Farm Bill defeat

BY JUSTIN LONG

THE BILL to abolish the tied cottage system in agriculture—already severely eroded by Opposition amendments in the Lords—last night suffered further chipping away of its provisions.

Tory peers by a majority of 81 (154-73) defeated the Government to create another condition for retaining a tied cottage.

The amendment, forced on the Government against its wishes, frees farmer landlords from the provisions of the Bill in the case of a tenant fairly dismissed for misconduct in his work on the farm.

Efficiency

The Earl of Caithness, who sponsorded this change in the original proposals, said that if such a tenant remained on the farm after dismissal, he would endanger its efficiency and enterprise.

Baroness Birk, for the Government, said the amendment would infringe the principles of the Bill. One of its basic aims was to separate the conditions on which an employee was housed from the conditions of his employment.

Thatcher sounds her clarion for by-elections

BY RUPERT CORNWELL, LOBBY STAFF

WITH THE scent of blood in her nostrils, Mrs. Margaret Thatcher yesterday sent out a clarion call to Conservative candidates in the three Parliamentary by-elections next week, proclaiming that it was the Tories who now had the support of the country.

Labour, she said, *might still* have a narrow overall majority in the House of Commons. "But all the evidence shows that as far as the voters are concerned, it is we who represent the majority view now."

Of the three Labour-held seats at stake only Newcastle Central is considered a cast-iron certainty for the Government. Both Workington and Walsall look vulnerable, given the massive lead of the Conservatives in the latest opinion polls.

The people, Mrs. Thatcher said, were turning to the aims and objectives of the Tories. A Government under which had seen the pound devalued by a third, prices rise by 50 per cent., unemployment and public *spending double* and the nation's borrowings triple was a bad Government.

"We are impatient for the chance to get on with the job. Success in these by-elections will hasten the day."

However, her impatience to harass the Government in the Commons—by ordering four Tory MPs to pull out of a Select Committee delegation due to visit Japan between November 3rd and 13th to study business methods there—has produced resentment not confined to Labour ranks.

The trip was called off yesterday and a *statement issued* by the Committee, on Science and Technology, implicity criticised Mrs. Thatcher's behaviour, warning that the cancellation made Britain look both incompetent and impolite.

Overseas opinion did not understand the niceties of the British Parliamentary system. Cancellations of visits at short notice were inevitably bad for the country's foreign relations in general, the statement read.

Separate attacks came not only from the Select Committee's chairman, the Labour MP, Mr. Arthur Palmer who pointed out that pairing arrangements had been approved a month ago by whips of both parties, but also from Mr. Ian Lloyd the senior *Conservative member* of the Group.

He said he had asked Mrs. Thatcher to change her mind but she had refused. "I accept her decision, but it was in the national interest for a team to study the advances made by Japanese technology."

Committee defeat for Labour on raised gun licence fees

THE GOVERNMENT is urgently seeking advice on whether it has broken the law in levying increased gun licence fees.

Fees were considerably increased from the beginning of this month, but this morning a Commons Select Committee rejected the Statutory Order giving legal backing to the new charges.

Raising the question on the floor of the Commons later, Mr. Nicholas Ridley (C, Cirencester and Tewkesbury) said: "The Order has no validity after this morning's defeat," and asked what arrangements were being made to refund excess payments already made.

Advice

Mr. John Peyton, shadow Leader of the House, said: "The Home Office is inflicting on the population, in the name of Parliament, a measure which the committee has said it will not even consider."

A red-faced Mr. Merlyn Rees, Home Secretary, said that he was seeking advice on the implications of the committee defeat on the new scale of charges. He would report back to the House later.

The committee defeat came when a Labour member was absent from this morning and the single SNP member voted with the Conservatives against considering Firearms (Variation of Fees) Orders, defeating the Government by 8 votes to 7.

The Speaker said he would consider the issues involved and give his decision to-day.

A Bill was tabled later to extend from three years to six the validity of the licences. It was sponsored by Mr. Marcus Kimball (C Gainsborough), chairman of the British Field Sports Society, who master-minded the "hush-hush constructive operation" to defeat the Government this morning.

He said: "I accept that the fees must cover the costs. All we seek to do is to increase the validity of the licence which will automatically reduce administrative costs."

Mr. Kimball added: "I believe the House of Commons should now have an opportunity to express, through a vote, a view on these increases, which range from 70 to 151 per cent.

"The Government has to make a statement about it because technically they have been collecting increased fees from October 1 without Parliamentary approval."

● Shooting enthusiasts, who have already started paying the new fees, which came into effect on October 1, have been bombarding their MPs with protests at the swingeing increases.

The Home Office orders increased the fee for a new firearms certificate from £7 to £12, and renewal certificates from £4.50 to £10.

Annoyed

For shotgun users, the cost of a new certificate has been increased from £2 to £5 and of a renewal from £1.50 to £4. Firearms dealers' registration certificates were increased from £20 to £25, and renewal certificates from £10 to £20.

Air Commodore Arthur Riall, Secretary of the National Rifle Association, the governing body of target rifle shooting, said last night that Britain's shooting enthusiasts are annoyed at the lack of consultation before the increases were made.

arr efends ords

RUPERT CORNWELL

.CARR yesterday stoutly ed the upper House Labour charges that its Tory majority was stically out to sabotage vernment's legislative pro- e.

king at a "Strangers" lunch in the Commons, Carr (a former Conserva- ome Secretary) said the were merely carrying out uties as laid down by an Parliament that had been ced and passed by a Government.

lower House could con- and reject amendments he Lords, as it wished, the end its will would at most with a delay of months.

ctics

over not only Conserva- ut also Liberals, cross s, and even two Labour eers had been joining in tacks on the proposed ion to nationalise the air- d shipbuilding industries of the five controversial w before the Lords.

expected that the Cabinet neeting to-day will make mind on its tactics to get islation on to the statute before the new session. most certainly will involve ponement of the Queen's from the planned date of ber 17 by one week or two.

Callaghan and his Minis- e beginning to rampage the House of Lords it dares to look critically mall print in Bills which ave been asked to deal six weeks compared to e months allotted to the ns," Lord Carr said.

vice

he argued, their small attered vitally to every- the country and for the make modification was a service rather than e.

the Government in the f democracy wishes to t every one of the amend- hey may do so by using -line whip in the House mons.

if they do so," he "let them be ready to to the people of this in whose name they o act. When they do, ay find that it is not a n of peers against the but of peers and people against an unrepresen- and much hated Govern-

eed limits nored 19%

19 per cent. of motorists oring the 50 and 60 mph limits, Mr. Norman Tebbit ingford) said in the Com-

ressed this after Mr. John Transport Under Sec- had just told the House cording to a survey done 81 per cent. of motorists bserving the limits.

that the Government's d for what is desirable, eptable, in obeying the *Mr. Tebbit asked.*

Horam replied that this good level of compliance ed limits."

Horam reminded MPs that and 50 mph limits were der review, but in the e they would be re- for another six months. were no present plans to the 70 mph limits on ays.

Andrew Bowden (C. Brigh- emptown) thought there ve confusion about speed and police were not find- asy to enforce them.

Horam said that he was that motorists should overburdened with rules gulations.

did not agree with Mr. Knox (C. Leak) that the l reasons for the limits sappeared as petrol was expensive than before, more available.

Labour begins removing race law amendments

BY JUSTIN LONG, PARLIAMENTARY CORRESPONDENT

THE GOVERNMENT last night *set about the task of stripping* from the controversial Race Relations Bill drastic changes forced by Opposition peers during its passage through the Lords.

Ministers wanted to reverse *over 30 Lords amendments which* the Government considered would cripple the purpose of the legislation—to tighten the law against racial discrimination.

With Opposition MPs defending the actions of the peers, the two sides in the Commons clashed over a main proposal in the Bill—to put some burden of proof on the defendant in cases of indirect discrimination.

Innocence

The peers had reversed this—insisting that the person claiming that he was the victim of discrimination should be the one to prove his case.

Tory MPs contended that the *old tradition should not be abandoned* that a man is held to be innocent until those who charge him have proved his guilt.

But Mr. Brynmor John, Home Office Minister of State, insisted that this was a false argument. The burden of proof, he maintained was not, in law, constantly upon the complainant.

In certain instances the person defending himself from the charge had the onus of proof, and this Bill was entirely consistent with laws already in operation.

The Lords had been wrong to debate the issue as one involving guilt, said Mr. John. This had imported the connotation of criminal wrong-doing. In fact, the Bill was all about a civil wrong.

As an example, the Minister cited a situation under the Trade Union and Labour Relations Act of 1974. Under that Act a complainant bringing a case would have to establish that he had been dismissed. Once he had done that the onus shifted to the employer to justify the dismissal.

The original Bill set up a new body to replace the Race Relations Board and the Community Relations Commission.

It was proposed to call it the Commission for *Racial Equality* but the peers changed the name to the Community Relations Commission.

Conservatives argued against the use of the word race in the name, as this was an emotive word.

From the Tory backbenches, Mr. Percy Grieve (Solihull) urged the Government to consider that the imposition of a further complex of race law on the *country would not improve community relations*—it would serve to worsen them.

On the case of Mr. Robert Relf, who was jailed after refusing to take down a notice that his house was for sale to an English family, *Mr. Grieve said Mr. Relf had* been wrong to be in breach of the law.

But he went on: "Had he not got away with it MPs who represent Midlands constituencies know that there was a grave possibility *of riots in the Midlands.*"

Mr. Dudley Smith (Warwick and Leamington) argued that Parliament was doing an undesirable and dangerous thing in placing extra burdens on an accused person.

The more we tried to strengthen race relations by law the more would people be encouraged to try to break the law, Mr. Smith maintained.

Mr. Ronald Bell (C., Beaconsfield) said some people were obsessed with discrimination, and believed any shadow of it must be proceeded against in court.

"If this goes through it will add a big log to the fire of resentment—legitimate resentment—felt by the population of this country at the constant battering of them by people they must think are anti-British to the core and whose hatred of the native British can never find adequate expression."

Mr. Emlyn Hooson (L. Montgomery) said the Lords were wrong in ensuring that the onus of proof in discrimination cases would be on the plaintiff.

He said: "It would ill become the House of Commons to give *the impression that they want* to pass the Bill but do not want it to be effective, and want to *leave loopholes which will* enable racial discrimination to take place without any effective sanction against it."

Instinct

He said that, as a barrister, his whole instinct was to oppose the transfer of the onus of proof. But having thought about this matter very carefully, he could not see any real chance of injustice being caused by the transfer in *this particular case.*

MPs later rejected a Lords amendment which the Government claimed cut the protection against victimisation the Bill gave to persons who asserted their right to bring complaints.

They voted 198 to 150, a Government majority of 48, against the Lords proposal.

Mr. John said that if a person was to take advantage of an Act of Parliament to test his rights in the court he should not be victimised by the person against whom he had asserted those rights merely by taking advantage of the Act.

Mr. John complained that the Lords wanted to considerably narrow the protection the Bill gave.

The main dispute between the Government and Lords was in what circumstances a claimant should forfeit that protection. The Government said he should only forfeit it if he made allegations falsely and not in good faith.

The Lords had said that it should be for the complainant to prove he was giving true information and in good faith. This would place the burden wrongly *because it excluded protection* where it ought to be given.

Licensing centre now 'giving good service'

THE NEW Swansea-based computerised centre for driver and vehicle licensing records—which suffered many teething troubles is now providing a good standard of service, the Government said.

Mr. John Horam, Transport Under Secretary, told Mr. John Hunt (C., Bromley, Ravensbourne) in a Commons written answer, that the centre had overcome most of its initial difficulties.

The task of converting driver licensing from a local authority based to a centralised system, would be completed on target by the end of this month

The centralisation of vehicle registration and licensing, now half completed, would also be completed on target early in 1978.

Debate on Courtaulds closure turned down

COURTAULDS' impending closure in Skelmersdale will reduce the town to a wilderness and a ghost town, with male unemployment of over 25 per cent., Mr. Michael McGuire (Lab., Ince) told the Commons.

His bid for an emergency debate on the closure was turned down by the Speaker.

Mr. McGuire had said that unemployment at this rate would be unacceptable in any town. "In a new town like Skelmersdale, it's a scandel."

Mr. McGuire said that an urgent debate on the closure should be bound up with the Government's regional and economic strategies and possibility of import controls.

"The Government have the power to prevent an absolute calamity happening to some very decent people in this area," he said.

Tribune MPs shook their heads sadly as the Speaker turned down the requests.

Employers attack plan for union control of pensions

BY CHRISTIAN TYLER, LABOUR STAFF

THE ENGINEERING Employers Federation yesterday attacked the June White Paper which proposed *50-50 union control of pension funds.*

Mr. H. A. Whittall, president of the federation, said in a letter *to Mr. David Ennals, Social Services* Secretary, that only two or three unions in the industry had the necessary expertise — and that was confined to a very few national officials.

He did not name the unions, but was clearly thinking of the General and Municipal Workers Union, the Association of Professional Executive, Clerical and Computer Staff and the Association of Scientific, Technical and *Managerial Staffs.*

Other unions were trying to learn, "but the steps they have taken are, in the federation's view, *inadequate even for the* effective servicing of their members in the contracting-out or not consultations . . let alone for the playing of any wider and *more ambitious role in negotiating pensions."*

This was a statement of fact, not denigration of the unions or their ambition to become more effective on pensions, federation said.

Its other objections to the White Paper — intended to reappear as a *Bill* for the next Parliamentary session — are that it could damage industrial relations, and upset investment policy if union activists who did not support the mixed economy were appointed to pension management committees.

Influenced

Conflict between union and non-union members of pension schemes could lead to the break-up of schemes as well as discourage companies without *schemes from introducing them* Legislation would start a trend away from self-funded schemes to assured and managed ones

So far union attempts to exert "political" influence on investment policy had not been common. But if the White Paper proposals became law union-appointed trustees could be influenced to follow union policy at the expense of fund members' interests. As a result companies might be unwilling to continue indemnifying trustees.

The federation proposed instead that employee representatives on pension fund committees should themselves be members of the fund, that the members should appoint their representatives, that all members — whether members of recognised unions or not—*should have equal say in that* process and that worker trustees should represent all constituencies, including small groups like *senior staff.*

The federation joined a growing list of bodies—including the CBI—which have said the Government's proposals are undemocratic because more than half the 9m members of private pension schemes are not members of unions.

Appeal Court judges resolve actors' row

THREE Appeal Court judges yesterday resolved a dispute which has split Equity, the actors' union.

The question was whether the union's rules could be altered by a referendum of all members.

One group, led by Marius Goring, had successfully contended before a High Court judge in July that they could.

Yesterday, the opposing group, led by actors Graham Hamilton and Corin Redgrave, successfully appealed. They contended that the only way was by resolution at an annual or special general meeting, and that only after such a meeting could the matter be subject to a referendum.

The Appeal judges, Lord Denning, Master of the Rolls, Lord Justice Roskill and Lord Justice Lawton, refused a submission that the question should be tested further by the Lords.

Murray urges EEC to help Britain

BY OUR LABOUR CORRESPONDENT

A CALL FOR Common Market countries to *"put their money* on the table" and help Britain came yesterday from Mr Len Murray, the general secretary of the TUC

Speaking, after a meeting of the TUC general council had reaffirmed its support for the Government's industrial strategy and continued resistance to devaluation of the "green pound," Mr. Murray recalled that the TUC had been opposed to Britain entering the EEC.

But he said that one of the great selling points of the EEC was that it would bring mutual support for individual members who found themselves in difficulties.

"When are they going to start putting their money on the table in terms of protecting us, not *from our own deficiencies, but to* tide us over a difficult patch so that we can become better members and partners?", he asked.

The TUC, Mr. Murray said, did *not* see the issue as one solely of trading relations. They considered it to be one of mutual support in terms of *foreign* currency and, perhaps more important, the adoption of common policies in relation to economic growth.

The TUC was heartened by the recent unemployment figures which showed the beginning of a rise in the manufacturing industry and by the Prime *Minister's statement that he in*tends keeping to the industrial strategy.

Mr Murray said that the TUC remained committed to the view *that Britain's short-term balance* of payments problems should be solved by action on imports, with a fundamental review of sterling's questionable role as a reserve currency as a *longer*-term solution to our economic ills.

● The TUC is seeking meetings with the Home Secretary on the problem of assaults on public house employees; the Social Services Secretary on phasing out private beds from the Health *Service; the Education Secretary* on several issues including expenditure; and with the Department of Employment, where it will urge action to enforce the Wages Council statutory minimum rates in the hotel and catering industry.

A meeting is also being arranged between the TUC printing industries' committee and the British Printing Industries Federation to discuss the economic performance of the general printing industry and the capacity of the paper making sector.

Printing unions are particularly alarmed that continued closure of paper making capacity could leave the U.K. entirely dependant on imports.

Strikers warned by Rolls chief

By Our Labour Staff

STRIKERS at Rolls-Royce's factory in Blantyre, Lanarkshire, were given a warning yesterday that their 16-week sit-in would not change plans to shut it and re-allocate 450 workers at another factory nearby. The warning came from Sir Kenneth Keith, chairman.

Sir Kenneth added that the strike could put other Rolls-Royce jobs at risk.

Workers have been sitting-in at the factory in protest at the transfer of its aero engine production to Hillington, near Glasgow.

In a letter to strikers, Sir Kenneth said the strike had *been causing disruption within* the company at a time when work was hard to come by.

"My duty is to preserve Rolls-Royce and to ensure that it has a safe future. If we fail to take necessary steps to make ourselves efficient the company will wither.

"Attempts to prevent these steps being taken only serve to put Rolls-Royce jobs in Scotland and elsewhere at even greater risk."

Tip of iceberg

No government was going to finance the manufacture of aero engines for which there was no market. Equally, no government was going continually to subsidise an inefficient commercial organisation

No one at Blantyre need love his job under the transfer plan and a return to work could enable *discussions* to take place to minimise inconvenience caused by transfer.

Strikers claim that closure of the Blantyre plant represents *only the tip of the iceberg* for further Rolls-Royce plans to cut aero-engine production in Scotland.

Average earnings for men increase by £11 a week

BY DAVID CHURCHILL, LABOUR STAFF

AVERAGE WEEKLY earnings for men rose by £11 last year to a total of £71.80 a week, according to figures published yesterday in the Department of Employment Gazette.

But although weekly earnings for women rose at a faster rate —slightly more than 24 per cent., compared with 18 per cent. for men—the actual increase of £8.80 last year still means only total earnings of £46.20 a week.

The Department's figures are based on a sample survey of people in employment *last* April and are compared with a similar survey the previous April.

They indicate that white-collar workers, who achieved an increase of 19.1 per cent. to £81.60 a week, did substantially better than manual workers who had an increase of almost 17 per cent. to £65.10.

But the Department pointed out yesterday that this reflects anomalies resulting from different settlement dates arising from the pay policy rather than a reversal of the trend in previous years for manual workers to catch up on white-collar employees.

Women white-collar workers were earning an average £48.80 a week, an increase of £9.30, *while female manual employees* earned £39.40, a rise of £7.30.

The statistics show that while less than 1 per cent. of all men over the age of 21 earned less than £30 a week, more than 14 per cent. *of all women over 21* earned less than this. This indicates that women are more often employed in low-paying jobs *than men* as well as not having the same opportunity for overtime.

Men earned an average £6.10 a week overtime in April—up 50p on the previous year—while women earned only 60p a week overtime on average.

On a private industry basis, highest earnings for men were recorded among printing workers on national newspapers who earned an average £91.70 a week, *followed by banking staff* (£87.40), and shipbuilding workers (£80.30). The lowest paying industries were selling and repairing cars (£53.40 a week), and textiles (£56.70).

In the public sector, male technical and engineering staff in the electricity industry earned an average £110 a week, followed by teachers in further education earning £106.90.

The Department also announced yesterday that it plans to carry out a national survey next year on how people find jobs The information is designed to help the *Government* estimate the effectiveness of its modernised employment service run through the Employment Service Agency.

Strike record expected to be best in 23 years

BY OUR LABOUR STAFF

BRITAIN is still on course for having the lowest strike record since 1953. Figures published to-day in the Department of Employment Gazette show that the number of strikes in the first *nine months this year* was 1,463.

Provisional statistics show that 132 new strikes started last month, compared with 157 in September last year.

The number of working days lost through strikes is also much lower. The total of 2.5m days lost in the first nine months is the lowest since 1967

Disputes at British Leyland plants in the Midlands were the most prominent strikes last month.

Disputes over wage-rates and earnings levels were the main causes of strikes last month and in the first nine months of the year.

The coal industry has been the most affected by strikes so far this year, with 166 strikes costing a total of 38,000 working days. But 139 strikes in the motor industry have resulted in the loss of 625,000 working days.

Dispute over 'poaching'

BY OUR LABOUR STAFF

ALLEGATIONS that the Amalgamated Union of Engineering Workers poached members of the Transport and General Workers' Union at Leyland Car's assembly plant at Cowley, Oxford, will be referred to the TUC.

Shop stewards have agreed to refer the allegations against the AUEW to the TGWU's national officials, who will pass them on to the TUC.

The AUEW has denied poaching and says *that in the last* three years the TGWU has poached about 300 of its members at the Cowley car body plant. The latest allegations involve 62 engine tuners who want to transfer to the AUEW, a move that is being blocked by the TGWU.

An overtime ban by the engine tuners imposed a week ago has been called off *now that man*agement has agreed to regular breaks for the tuners. The ban had possed a serious threat to production at a time when Leyland is increasing output.

Power station workers strike

MORE THAN 150 workers at the Ocker Hill power station construction site in Staffordshire went on strike yesterday over a pay dispute. This follows the 19-week-old dispute which is still in progress at the power station *being built at the Isle of Grain* in Kent.

But the Ocker Hill dispute, which was over an increase in the bonus rate, appeared to be near a settlement last night when the strikers agreed to return to work to-day pending further talks.

British parts for BMW cars

Financial Times Reporter

BMW, THE German car manufacturer, plans to increase component purchases in Britain with the establishment of a new office in the Midlands.

Mr Anthony Guy, a nephew of the late Mr. Sydney Guy, founder of Guys of Wolverhampton, the lorry producer *now part of* British Leyland, will be directing the buying operation as manager of Car Industrie Vertretungs.

U.K. ECONOMIC INDICATORS

	1976			1975	
General	Oct.	Sept.	Aug.	Oct.	Sept.
Unemployment ('000s)	1,377.1	1,456.4	1,501.9	1,165.4	1,249.1
Unfilled vacancies ('000s)	139.8	141.7	129.8	132.0	143.4
	Sept	Aug.	July	Sept.	Aug
Currency reserves ($bn.)	5.108	5.029	5.370	5.859	6.004
Bank advances (£bn.)	15.003	15.100	15.513	13.782	14.004
Basic materials (1970=100)	314.0	303.9	302.0	243.2	241.4
Manfrd prods. (1970=100)	226.2	223.3	219.8	194.9	193.5
Retail prices (Jan. 1974=100)	160.6	158.5	156.3	140.5	139.3
Wage rates (July 1972=100)	217.4	217.3	217.2	184.9	184.3
	Aug	July	June	Aug.	July
HP debt (£m.)¶	2,430	2,386	2,303	2,247	2,249
Retail sales val (1971=100)	204.3	199.9	194.2	175.8	175.3
Terms of trade (1970=100)	80.8	79.5	79.8	81.9	82.0
Industrial output (1970=100)	100.8	101.8	100.2	98.5	100.9
	1976			1975	
Trade and Industry	Sept.	Aug.	Jan.-Sept.	Sept.	Jan.-Sept
Imports fob (£bn)	2.505	2.332	2.244	1.792	1.779
Exports fob (£bn)	2.140	2.039	1.952	1.582	1.523
Visible trade balance (£bn)	−0.365	−0.293	−0.291	−0.210	−0.258
Steel, weekly average ('000 tonnes)	429.4	374.8	426.0	353.7	387.9
Cars ('000s)*	100	89	111	120	107.9
Commercial vehicles ('000s)*	25.5	26.5	30.7	31.1	32.5
	Aug.	July	Jan.-Aug	Aug.	Jan.-Aug
Houses completed ('000s)¶	24.9	26.6	25.5	24.0	24.4
TV sets ('000s)‡‡	169	196	183	144	202
Radios, radiograms ('000s)‡‡‖	235	236	293	392	381
Bricks (millions)*	409	446	451	369	407
Cement, weekly average ('000 tonnes)*	301	315	310	318	329
Man-made fibres (m. kgs.)*	43.82	46.72	30.97	40.77	45.71
Furniture (1970=100)†**	149	146	151	150	153
	July	June	Jan.-July	July	Jan.-July
Raw cotton, weekly average ('000 tonnes)§	2.10	1.91	2.31	2.46	2.14
Electric cookers ('000s) f †	63.3	70.6	76.3	79.0	76.1
Washing machines ('000s)†	48.3	107.8	74.3	86.7	87.7
Engineering orders on hand (1970=100)**	89	89	92.1	109	117
Raw wools (m kilos)§	8.7	9.9	10.0	9.0	9.3
Machine tools (£m.)‡	28.0	27.5	30.5	26.1	26.5
	June	May	Jan.-June	June	Jan.-June
Hosiery (1970=100)**	81	88	86.6	112	101
Petroleum (m. tonnes)†	5.835	6.020	6.905	5.680	7.04
	1976		1975		
	3rd qtr.	2nd qtr.	3rd qtr.	2nd qtr.	Year
Consumer spending (£bn. 1970 values)	8.860g	8.789	8.729	8.839	35.413
	2nd qtr.	1st qtr.	2nd qtr.	1st qtr.	Year
Motor trade turnover (1972=100)	177	168	148	137	143
Building and civil engineering (£bn.)e	3.163g	3.014	2.912	2.644	11.610

** Production. † Deliveries ‡ Net sales. § Consumption* ** Seasonally adjusted †† All manufacturing industries. ‖ Excluding car radios. ‡‡ Deliveries, U K made and imported sets. d Prices f Including cooker griller toasters e Value of output ¶ United Kingdom not seasonally adjusted. g First preliminary estimate. p Provisional figures.

Marketing awards

BY ANTONY THORNCROFT

THIS YEAR there was a much better entry for the National Marketing Awards — over 30 companies took part. Three of the winners shared a lack of conventional marketing departments but the fourth, Lego, gained its success by playing according to the book.

*

ON the surface it is surprising to find Hogg Robinson receiving a marketing award For this insurance group has no structured *marketing department* and is suspicious of established techniques, such as direct marketing. Its advertising is limited by industry procedures. Yet, it attributes the fact that its turnover has increased from £8.4m. to £18.7m. in four years and its pre-tax profits from £2m. to £5.9m. to a belief in marketing.

*

This is basically export marketing. Around 55 per cent. of its income derives from abroad and there are now 23 overseas offices, the latest being officially opened in Dubai to-morrow. *Hogg Robinson concentrates* its efforts overseas mainly because the U.K. corporate insurance market is relatively immobile.

Managing director Morris Abbott reckons that the main marketing effort has been in recruiting the right new personnel and "polishing up" the existing staff so that they do some selling as well as shaking hands with overseas contacts. Hogg Robinson also does "cold calling," unusual in the *corporate insurance world.*

But there is one marketing technique that finds favour—research. An eight strong department supplies background information to the group, and leads to the various divisions. Among its recent successes have been opening up the whisky industry with a scheme of insurance protection and a similar exercise with the non-nationalised steel industry.

The same department suggests the most likely overseas markets for development, and helps in the preparation of new packages —Hogg Robinson is co-operating with Robin Knox-Johnston in yacht insurance, has devised insurance for computer companies to cover risks in hardware and software programmes, is offering insurance to the cross-continental trucks that venture into the hazardous Middle East, and also offer insurance for companies investing abroad *against confiscation* and other political risks.

*

THERE has not been much real growth in the toy business this year (and there was not in 1975) but David Brown, general manager of Lego, says that by the end of this month its sales will *be running 20 per cent. above* last year's level in volume terms.

This is a continuation of the success that has won Lego its award Until recently Lego (51 per cent. owned by the Courtaulds subsidiary British Celanese, with the remainder belonging to the Christiansens, th Danish family who pioneered th interlocking plastic brick ju after the war) was not achievin the comparative sales in the U.K which has lifted it to a worldwide turnover approachin £100m. In 1973, Brown joine from Cadbury-Schweppes an *brought a conventional consum* goods marketing approach to th problem.

The advertising accoun *worth £35,000* and rather lost i big agency Masius Wynn Williams was raised to £250,00 and given to the smaller TBWA advertising was tried througho the year, and on television. I an effort to spread sales awa from the pre-Christmas scrum new products and a collectio incentive scheme successful moved Lego away from the pos tion where a half of its buyer consumed just one pack a yea *and salesmen with grocery* e perience were recruited to pus Lego in outlets such as Woo worths, Boots, Asda, etc.

These innovations were p ceded by research which showe that Lego was regarded worthy rather than fun, and th its sales were concentrated o the 7-9 age group. So new pr ducts have appeared aimed the under threes and at olde children.

*

BRENT Chemicals Internation has one of the most impressi ellent lists in the country, inclu ing Concorde and the Ark Roya for its range of chemicals th clean, treat surfaces and pr tect. On aircraft carriers fo example, its products ensure th aircraft engines are tarnished by sea spray and o the new Rover car Brent p treats the body so that the pain goes on smoothly.

Once again the effectiveness the products is the basis of th marketing success, together wit an export bias which has see the establishment of 12 oversea subsidiaries in five years.

*

FEW companies can hav changed more over the last fiv years than Gieves. From 1784 t 1971 it specialised in producin naval uniforms and clothing fo the gentry. Then a series o deaths in the family made infusion of new blood essentia and the Gieves got together wit the London and Yorkshire Tru on a fifty-fifty basis. One of th additions *from the deal*, Jame Burn Bindings, has won marketing award.

The company was set up t develop new bindings, partic larly made of wire, and th obvious product advantages hav assured massive sales overseas two-thirds of output is exported *In the U.S. the majority* o cheque books are bound by Burn In the U.K. most of the calendar use Burn bindings. The compan is going into even bigger market —starting with the French exer cise book business.

The Marketing Scene

upport or ITV

ANTONY THORNCROFT

battered commercial tele- n contractors, threatened the loss of at least one r advertiser, Ronco, because audience figures are down their costs sharply up, will ive encouragement next in the form of an article the forthcoming issue of ap by Harry Henry, one of rtising's leading gurus

rry Henry argues, with the of a multitude of facts, that share of audience is re- ably stable, and that rtisers ought to be able to some impact on an audi- which averages 4m. homes, g to 6m. at peak hours. (He t have added that no other try can offer such a large nercial television audience ch a low cost.)

goes on to suggest that the beginning of 1974 the of TV rates per thousand s has risen less rapidly the Retail Price index, and ided value is included for r commercials (justified by Henry because the press es a premium for colour) hows only half the rise of PI.

ally when it comes to the bone of contention (and ps of more significance the fall in audiece), the that some ITV companies to go out unsold rather discount time, Harry Henry out the great divergence en the net advertising ue of the companies and MEAL figures, which give diture if there was no dis- ing. This shows that last et revenue was 92 per cent. MEAL, suggesting that an lot of discounting was place. Indeed, the varia- plotted over the years that ITV is very vulner- to market forces.

looks as if the ITV com- s will sit tight through the ism. Few major adver- dare desert television, and gencies know that it takes to devise new schedules. contractors might well be flexible over rates, and are strong regional varia- in value throughout the ry—with the ITV audience higher in the North of nd than the South (in ern nine of the top ten ammes in the week ending er 17 were from the BBC, in Granada only five).

hough some advertisers are g 40 per cent. more this an for TV time, by 1977 an ted fall in advertising nd, and a lower rise in should make television reasonable for the remain- dvertisers.

ADMAP CONFERENCE

Tough talking in the rain

BY MICHAEL RYAN

"A DAMP 76" was the curious misprint engraved on the paper knives presented to delegates at last week's Admap conference in Madrid. Sure enough Madrid itself was rainy but the conference crackled with dry wit and flashes of brilliance.

Three major themes were covered:

the relationship between government and advertising.

the changing advertising balance between retailers and branded goods manufacturers

the competition to advertising agencies from media buying specialists and creative consultancies.

The relationship between government and advertising is many-sided. Through the COI, government departments, the nationalised industries and local government, the public sector is a very large avertiser — indeed the COI is the largest single advertiser in the country. Government (or at least the present one) *is also a critic and controller*, or potential controller of advertising. Thirdly, governments are associated with political parties which are themselves advertisers and which at the same time include some extreme critics of advertising.

These threads were expertly woven together by Graeme Roe of Roe Downton. Part of the advertising industry's defence of advertising against government attack should be based on the government's own extensive and successful use of advertising.

But, said Roe, the government faces two dangers: advertising designed to warn the public of dangers, like driving without wearing a seat belt or allowing children to play with matches, must no so play on the resultant horrors that public taste is offended; and advertising designed to communicate new legislation or government policy must not degenerate into political advertising by adopting a party platform.

Political

In illustration, Roe showed examples which in his opinion come close to the acceptable limits without actually overstepping them; his policy example being the advertisements showing Campbell Adamson and Len Murray *both urging support for* the pay code—party political, or a proper communication of government policy? Roe gave it the benefit of the doubt and classified it as the latter.

Over the last six years the only advertising category to have shown major growth is retailing. Several speakers gave papers on aspects of this. David Dunbar of J. Walter Thompson documented the statistical evidence with care and clarity. He showed that:

1—Between 1970 and 1975 only retailing, drink, toiletries, automotive products and leisure equipment had above average increases in advertising expenditure, and that this trend was consistent year after year. Moreover these categories were the only ones to show increases in advertising volume.

2—During the period only retailing exhibited an increasing ratio of advertising expenditure to sales. For all other categories the advertising/sales ratio has been dropping.

3—The relative increase of retail advertising is common to all advanced industrial countries. Both Dunbar himself and Maurice Sasieni in a subsequent paper speculated why this trend was happening and where it was likely to lead.

Several causes were advanced: the great advances in distribution which following from the abolition of resale price maintenance have lead to a concentration of power in the hands of a small number of national retail chains that compete strongly between one another, and their increased muscle power enables *them to extract money from* manufacturers towards joint advertising.

Consumers are said to be becoming more value-conscious (hence the collapse of the convenience-foods market) and are more interested in studying information about availability and price. Lastly, retailers have found that advertising works.

But the decline in the power of the branded goods manufacturers is not looked on with equanimity. Retail advertising and branded goods advertising are performing different functions. If there is a decline in the sales and hence profitability of branded goods, there will be less research and fewer product improvements and new product launches. As Dr. Sasieni said: "It seems unlikely that retailers will venture into these areas so long as manufacturers do the job for them. If the time ever arises when retailers are forced into research and development, they will have become major manufacturers themselves and such a degree of vertical integration will seriously reduce the competitive forces which now operate."

On the final day of the conference we were treated to the debate about full service agen*cies versus media and creative* consultancies. The scene was set by Martin Carr-Jones of Courtaulds setting out the advertiser's view. He listed the services which actually constitute the "full service" and the proportion of the agency's costs accounted for by each one.

He recommended that an advertising manager who required only media and creative services, who had the ability to coordinate a campaign himself and who was prepared to accept responsibility when things went wrong might well find it cheaper to use the "a la carte" services.

These economies were reinforced in a powerful presentation from Chris Ingram of Chris Ingram Associates, who documented the growth of à la carte since 1969. Other reasons for this growth are:

consultants offer greater flexibility,

the client can choose the best talent from the two key areas of advertising,

he only pays for the service when he needs it,

small spenders are better served by à la carte,

à la carte is usually faster and there is better communication, the work is often better,

greater continuity since the à la carte consultants usually own a share of the business.

With all these advantages, why does any advertiser continue to use the full-service agencies?

Inertia

Inertia and the commission system were the main factors given by Ingrams, but he conceded, that "despite everything some clients are still getting a bloody good service from their existing full-service agency."

The commission system was also the target of David Bernstein of The Creative Business who argued the case for the creative consultants, or as he called it "the alternative service." Bernstein combines intellectual authority, wit, friendliness, lucidity, marketing skill and showmanship in a unique manner that must be the envy of every presenter.

Reiterating most of Ingram's points, he also stated that "the alternative service" was able to make the best marketing recom*mendations without any financial* commitment to media advertising, and was equally interested in small as in large clients since the fee system of charging provided the same profitability regardless of the size of the job.

After Ingrams and Bernstein, the case for the *full-service* agency fell a bit flat — surpris*ingly* because in reality it is a very good case. Tubby Pitcher of Ogilvy Benson and Mather delivered a low-key presentation in a muzzy voice (did he have a cold?) and with rudimentary visual aids. The points were there — the wealth of skills, the international connections, the co-ordinating ability, the *experience, the economies* (yes, everyone can claim that his method is cheapest), the long-term relationships and the understanding of clients' problems. But advertising is about excitement and for my money (which is zero) the alternative service presents itself as far more exciting.

RATIOS OF ADVERTISING EXPENDITURE TO "SALES" BY PRODUCT GROUP

	1970 %	1971 %	1972 %	1974 %	1975 %	1975 indexed on 1970
Manufacturers' consumer advertising						
Food	0.97	1.00	1.10	0.82	0.74	75
Clothing	0.47	0.40	0.38	0.22	0.23	49
Automotive	1.31	1.15	1.29	1.18	1.18	90
Drink and tobacco	1.14	1.18	1.17	1.05	0.96	84
Toiletries, cosmetics, medical	6.46	6.31	6.16	5.76	5.06	78
Household, leisure	1.74	1.67	1.63	1.49	1.39	80
Publishing	1.96	2.03	2.08	2.18	1.64	84
Tourism, entertainment, foreign	0.85	0.84	0.80	0.74	0.67	79
Total of above	1.21	1.19	1.23	1.07	0.98	81
Others						
Retail advertisers	0.38	0.39	0.46	0.56	0.57	150
Nationalised industries and government	0.34	0.36	0.35	0.29	0.22	65
Savings and financial	0.75	0.88	0.95	0.46	0.37	49
Industrial	0.48	0.44	0.46	0.40	0.37	77
Total of non-MCA	0.44	0.43	0.48	0.44	0.40	91

ADVERTISING STANDARDS

Belfast stays 'HMS'

BY PAMELA JUDGE

THE ADVERTISING Standards Authority investigated and concluded 185 cases of complaints in August. The latest report shows that 91 cases related to mail order, and of the 94 others, in which copy claims were contested, 54 were upheld either wholly or in part. The largest sector, numbering 13, concerned holidays and travel and hotels, restaurants and clubs. This was followed by ten complaints regarding taste and decency.

Aldenham Golf and Country Club was held to be at fault for advertising an "exclusive dinner menu" at £2.95 although in the restaurant a service charge and VAT was added. British Railways Board got its ad. for some week-end return tickets wrong: on the other hand, another BR offer relating to Senior Citizen Railcards was held to be correct providing people read the conditions of issue.

Other "holiday" complaints which were upheld included live entertainment that was promised but did not occur—the cabaret artist had left Durrant House Hotel, Bideford, Devon, and was difficult to replace; EMI Leisure Enterprises' statement that hot snacks were available "any time" at the Painted Wagon Saloon, Liverpool, turned out *not to apply on Sundays*; TWA had to include a qualification in its ads. regarding availability of twin seats and meal choice; and the Glen Beach Hotel, Saundersfoot, Dyfed, was sorry that the nightly outside barbecue had to be cancelled one evening during the complainant's visit.

People complained about posters for the films Black Emanuelle and Confessions of a Driving Instructor (Columbia Warner Distributors) and Death Race 2000 (Brent Walker Distributors): only the last was upheld and that on the grounds that it might bring advertising into disrepute. A poster by ICI Fibres for bed linen—"make your bed more inviting"—was passed as was a Press ad. by the Paul Raymond Organisation since it informed people of the nature of the entertainment. Taste and decency must be one *of the really ticklish areas for* the ASA.

Three advertisers came back fighting. British Gas was faced with a complaint on the price of gas versus the cost of living in a Press ad.—it all depends where you take the base line—and took the view that it was "a semantic quibble." Casual Riding Manufacturing had said that a riding mac helped to keep both legs and seat dry "even in a wet saddle." A complainant found this was not so and the ASA upheld this view but CRM said it was not possible to keep *perfectly* dry in any mac.

Robert S. Lightfoot's garage in Runcorn had offered £150 allowance on any car with a current MoT certificate. The complainant could not get the allowance so the ASA backed him. Lightfoot countered by saying the vehicle was not fit to be—and would not be—passed on to any other member of the public.

A real stickler, a member of the public, challenged the prefix HMS on a poster for HMS Belfast *on the grounds* that the old warship was no longer owned by the Admiralty and was part of a commercial enterprise. This is true, but the limitation may be waived—and had been—at the discretion of the Admiralty Board.

● DAVID WILLIAMS and Ketchum has gained the Kenco coffee account. This Cadbury-Schweppes subsidiary is concentrating on coffee bags.

● GESTETNER has appointed SJIP to develop a corporate campaign for the U.K., France and Holland.

● A Russian delegation is in London studying British advertising. The seven-strong team has just completed a six-week course at Ashbridge Management College.

● Commercial radio revenue in September was £1,180,141 for a nine-month take of £9,729,856, which already puts it ahead of the 1975 total.

THE FINANCIAL TIMES
(Established 1888)
Incorporating THE FINANCIAL NEWS
(Established 1884)

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telephone Day & Night: 01-248 8000. Telegrams: Finantimo, London
Telex: 886341/2, 883897
For Share Index and Business News Summary Ring: 01-246 8026

Birmingham: George House, George Road 021-454 0922
Dublin: 8 Fitzwilliam Sq. 785321
Edinburgh: 37 George Street 031-226 4139 031-226 4120 (editorial)
Leeds: Permanent House, The Headrow 0532 454969
Manchester: Queens House, Queen St. 061-834 9381
Paris: 36 Rue du Sentier 236.50.90 (editorial) 236.86.01 (business)
Bonn: Pressehaus 11/104 Heussallee 2-10 210039
Frankfurt: Frankfurt am Main, Im Sachsenlager 13 555730 (editorial) 554667 (business)
Brussels: 39 Rue Ducale 512-9037
Rome: Via della Mercede 55 ..... 678 3314
Stockholm: Rasalambsvägen 7, 196 17 Stockholm Tel: 50 60 88
New York: 75 Rockefeller Plaza, NY 10019 Editorial—212 541 4625 Business—212 489 8300
Washington: Second Floor, 1325, E. Street, N.W., Washington D.C. 202 347 8676
Jo'burg: 637 Union Centre East corner Pritchard and Harrison Streets. P.O. Box 2128
Tokyo: 8th Floor, Nihon Keizai Shimbun Building, 1-9-5 Otemachi, Chiyoda-ku. Tel: 241 2920

THURSDAY, OCTOBER 28, 1976

The education issue

THE LOUD protest *from* teachers' organisations which preceded it may well be one of the reasons why the Prime Minister's recent speech at Oxford, in which he raised several basic questions about the aims of education and the methods used to attain them, has been so well received. More generally, many parents and employers have become increasingly concerned during recent years about the fact that children who have had 11 years of education too often prove unable to meet the minimum requirements needed for most jobs of what used to be called the three Rs. This is not a political issue—the two main parties are very much at one over the need to improve the curriculum and raise standards—nor, as some spokesmen for the teachers have suggested, is it an attempt to dictate everything from the centre.

What Mr. Callaghan was saying, to put it briefly, was that our educators were not doing their job properly if a large number of children leave school unqualified to do the work needed of them and by them and that the content of the school curriculum was far too important to be left to individual teachers alone. He raised specifically, in fact, the question of introducing a "core curriculum" of basic knowledge—which in turn would imply an inspectorate with adequate powers to ensure that this was satisfactorily taught.

Examinations

Mrs. Williams, the new Secretary of State for Education and Science, has since repeated and expanded the ideas set out by the Prime Minister and has now taken definite action on the question of examinations. Granted that too much emphasis may sometimes have been laid in the past on examination performance and that there are some subjects (particularly in the arts) where formal examinations are irrelevant, there is a clear danger of moving too far in the opposite direction and either openly declaring that examinations are unimportant or covertly lowering their standards. Flexibility of teaching methods is an excellent thing so long as it produces the results needed: and what is needed is very often an examination pass.

The Schools Council—a body dominated by the teaching unions, especially the large National Union of Teachers—recommended this summer two changes in the present examination system. The first was an amalgamation of the GCE at O-level with the easier CSE, with teachers having a majority in the policy-making of the examining boards. The other was the introduction of a new qualification, to be called the Certificate of Extended Education, which would be open to children of 17 who had remained at school beyond the compulsory period but were not up to GCE at A-level.

Public interest

After the remarks which Mrs. Williams had already made, the Council cannot be altogether surprised that she means to take a long, hard look at both recommendations. The merging of the CSE and the GCE might well produce a system that equalised downwards rather than upwards, and Mrs. Williams has used her responsibility for educational standards as justification for requiring a much closer look into the proposal by the Inspectorate and Department officials. As for the proposed CEE, she has said that she requires evidence, which has not yet been made available, that such a piece of paper would interest employers and therefore be of use to school leavers.

To most outside observers, both these decisions will probably seem a natural and common-sense first move along the line of action which Mr. Callaghan and Mrs. Williams have been advocating. To the Schools Council, however, the postponement of its proposals for further consideration and the involvement in that consideration of the Department itself is a matter about which its leaders may have hard things to say when they meet Mrs. Williams today. She is unlikely to worry too much about that. A reversal of declining educational standards is not only in the public interest: it is something which a large number of the electorate know to be in the public interest.

A change in the Soviet Plan

THE MOST striking feature of the new Soviet five-year plan which is being presented to the Supreme Soviet this week is the shift in resources to agriculture. The amount of money to be devoted to it is up by nearly one third on the previous plan and is up considerably on the earlier drafts, which is evidence enough of a prolonged internal debate.

Technology

In itself this is not surprising. The failure of Soviet harvests in recent years — and the consequent need to buy grain from the West — was embarrassing both at home and abroad. It drew attention to the shortcomings of the Soviet system at a time when it was all too clear that there was no let-up in the Soviet expenditure on armaments. That juxtaposition alone spoke volumes about Soviet priorities. But it was also plain that the need to rely on the West used up quantities of foreign exchange and led to the possibility of a dependence which some Western politicians said should be exploited. Mr. Brezhnev, the Party leader, has thus drawn the obvious lesson that the failings of Soviet agriculture must be corrected, if necessary at the expense of other sectors.

It would be rash to conclude, however, that there is to be anything like a straight transfer of resources from defence to farming. It is true that the defence budget as presented yesterday was said to be down from 7.8 to 7.2 per cent. of the total budget, but even if these figures are accepted, the decrease would be relatively small, and there is in any case a tendency to conceal some defence spending under other heads such as the science allocation. The proof of a new Soviet readiness to cut back on armaments will have to come in its attitude to international negotiations like the talks on East-West force reductions in Vienna rather than in mere budgetary figures.

Nevertheless, it is notable that the old team has survived at a time when the leadership in other major countries is changing—in China certainly and perhaps also in the U.S. with the elections next week. The deputy Prime Minister, Mr. Baibakov, specifically said in his speech presenting the budget yesterday that trade relations with the West would continue to expand and that it was for this reason that the Soviet Union pursued its policy of detente. While noting that detente tends to mean different things in the East and the West, there seems no reason to dissent from this view. In other words, the competition with the West will go on, but not to the point where it threatens to get out of control or there is a danger of the West cutting off access to its technology.

As far as economic relations with the West are concerned indeed, there have been more signs of a change of tactics than of strategy. Borrowings on the Eurocurrency markets have been deliberately cut back after some alarm signals about the extent of Soviet indebtedness, and there has been an attempt to reduce the trade deficit with hard currency countries. But the demand for imported technology goes on and the real switch seems to be towards more joint ventures.

SALT

The implications for Western policy are probably also that there should be no dramatic change. Most of the negotiations with the Russians, such as the strategic arms limitation talks, are still in train, though they have been inevitably held up by the U.S. election campaign. They remain worth pursuing, but with the proviso that the West should not count prematurely on their success. The West can live without a second SALT agreement so long as it maintains its own defences, and should continue to prefer to do so rather than to accept anything that would grant the Russians even the possibility of strategic superiority.

The Skelmersdale closure illustrates the plight of the entire textiles sector. **Rhys David** reports.

An industry fights for its survival

A SERIES of closures in Courtaulds' textile sector has lent force to the case that the European textile industry, through its representative associations, has been putting to the EEC Commission a new long-term textile strategy.

Last week Courtaulds, Europe's biggest textile group, announced that four plants were to be closed with the loss of 3,000 jobs. Yesterday further closures, including the company's modern weaving facility at Skelmersdale in Lancashire, built at a cost of £10m. in 1969 and employing more than 1,000 people, were added to the list.

The closures, more than all the statistics which the industry has been able to present in Brussels, illustrate the very difficult conditions prevailing in the textile market, belying the signs earlier this year that the industry's prolonged worldwide recession might be ending. At Skelmersdale the closure is the result, at least in part, of a failure to achieve the levels of productivity which the company claimed were necessary if the plant was to compete successfully in the production of basic commodity fabrics against imports from Europe, the Far East, and the U.S. The plant has been receiving since May a subsidy of £20 per week for each worker under the Government's Temporary Employment Subsidy scheme. But with losses in every year since it opened and no prospect of an improvement the company has now decided it has no alternative but to close the plant.

The plants at Flint, where viscose filament yarn is produced, has similarly had special problems. Viscose filament production is very labour-intensive and creates pollution problems. It has been declining around the world as other fibres such as nylon have moved into its traditional markets. The increased imports of clothing including suits has furthermore cut the size of the market available to Courtaulds. At its Aintree warp knitting plant the company has been unable so far to obtain union agreement for measures to increase productivity.

The other two main plants due to close, at Merthyr Tydfil in Wales, and Carnmoney in Northern Ireland, manufacture tights which too have also suffered from changes in the market-place. The jeans fashion has reduced demand for tights, and this summer the warm weather enabled many women to do without tights altogether.

But although all the Courtaulds plants which are closing have had special problems, they are also the victims of the current weak demand for textiles around the world. The failure of the market to take off as expected this year has meant that cheap suplies of yarn, fabric, and clothing have continued to be available, undercutting goods produced even in the most efficient European plants and making life difficult for more marginal operations which might have survived at a time of stronger demand.

Over the past year British demand for textiles and production have remained relatively stagnant. Even in more buoyant economies, such as West Germany, increased consumer expenditure has not been directed towards textiles. Hoechst, one of the big German fibre groups recently announced a major scheme to stimulate spending on clothes, but has since had to cut production of polyester staple and filament by 25 per cent. and introduce short-time working. Rhone Poulenc, the French producer, and Du Pont have also had to return to short-time working on the Continent, and Montefibre in Italy has announced a wage cut instead.

Throughout Europe the big fibre producers have had to abandon hopes that this year would bring a return to profit or at least to break even after their combined losses last year of more than £500m. In a blunt warning to employees last month, Dr. Brian Smith, chairman of ICI Fibres, said that the market for fibres and textiles was generally tougher than a year ago.

In the U.S. Du Pont recently reported that its fibre business was back in the red, having fallen back every quarter since the last three months of last year. One U.S. chemical company, FMC, has sold its fibres interests. Mr. Irving Shapiro of Du Pont, and his opposite number at Monsanto, Mr. John Hanley, have both recently predicted a further shakeout with smaller producers shutting down plant because of serious over-capacity, currently put at some 30 per cent. in the U.S.

The continued problems within the textile sector—largely as a result of very slow growth of demand, coupled with increasing imports—is the basis of the arguments now being put forward in Brussels by Comitextil, representing the textile producers and AEIH, representing the clothing producers. Textile trading around the world is currently regulated by a GATT agreement, the Multi-Fibre Arrangement, which, broadly, is intended to open up markets in developed countries to the newly industrialised nations. Restrictions may be imposed where, for example, rapid growth of imports of a particular textile commodity such as suits or shirts, or woven man-made fibre fabric threaten disruption.

Even then, however, the supplying country has to be granted a minimum 6 per cent. growth rate per annum, and in the agreements which the EEC concluded with the main suppliers under the present MFA agreement an average growth rate of 7.5-8 per cent. was conceded.

The MFA runs out at the end of next year and the European textile associations are seeking to persuade the European Commission that the next agreement must take market conditions in Europe much more seriously into account in setting import growth levels. The present agreement, the industry has been pointing out, was drawn up in 1973. That was before the oil crisis and the major recession of the past two years, at a time when rates of growth of the national economies in Europe and of textile demand were expected to continue broadly at much the same rate as in the late 1960s and early 1970s.

The man-made fibre producers, who together with other textile sector groups have also seen the Commission, have suggested that instead of a series of limitations on sensitive products from certain supplying countries, quotas should be used to put a ceiling on the total number of shirts or suits, for example, which may be imported into the EEC. In the past the imposition of quotas on any one supplying country has merely resulted in a rise from other areas, sometimes because production has been switched or goods re-routed.

A reduction of the overall 6 per cent. minimum growth rate is also being sought, with the possibility of enforcing different rates for separate products, depending on the degree of penetration of the market already achieved. Thus, for example, where more than half the market has already been taken by imports it might be decided to impose a nil growth rate. Other groups, including the British Textile Confederation, have suggested to the British Government that a flexibility clause should be inserted into the next agreement enabling extra restrictions to be introduced at a time of major recession.

Mr. Bill Barnes, chairman of the British Man-Made Fibres Federation, recently said: "The provision of a built-in minimum growth factor of 6 per cent., irrespective of the actual state of the market, prosperity or depression in the importing country permits a compound increase in imports at a rate far exceeding present expectations of growth in market size. If this situation is allowed to continue the complete disappearance of the industry sector by sector will ultimately be assured."

That case inevitably runs into the objection that if textile goods can be produced more cheaply in other centres, European consumers should be allowed the benefit without restrictions, but the matter is not so simple. Nor is it merely a case of the lower wages paid in the main overseas supplying countries.

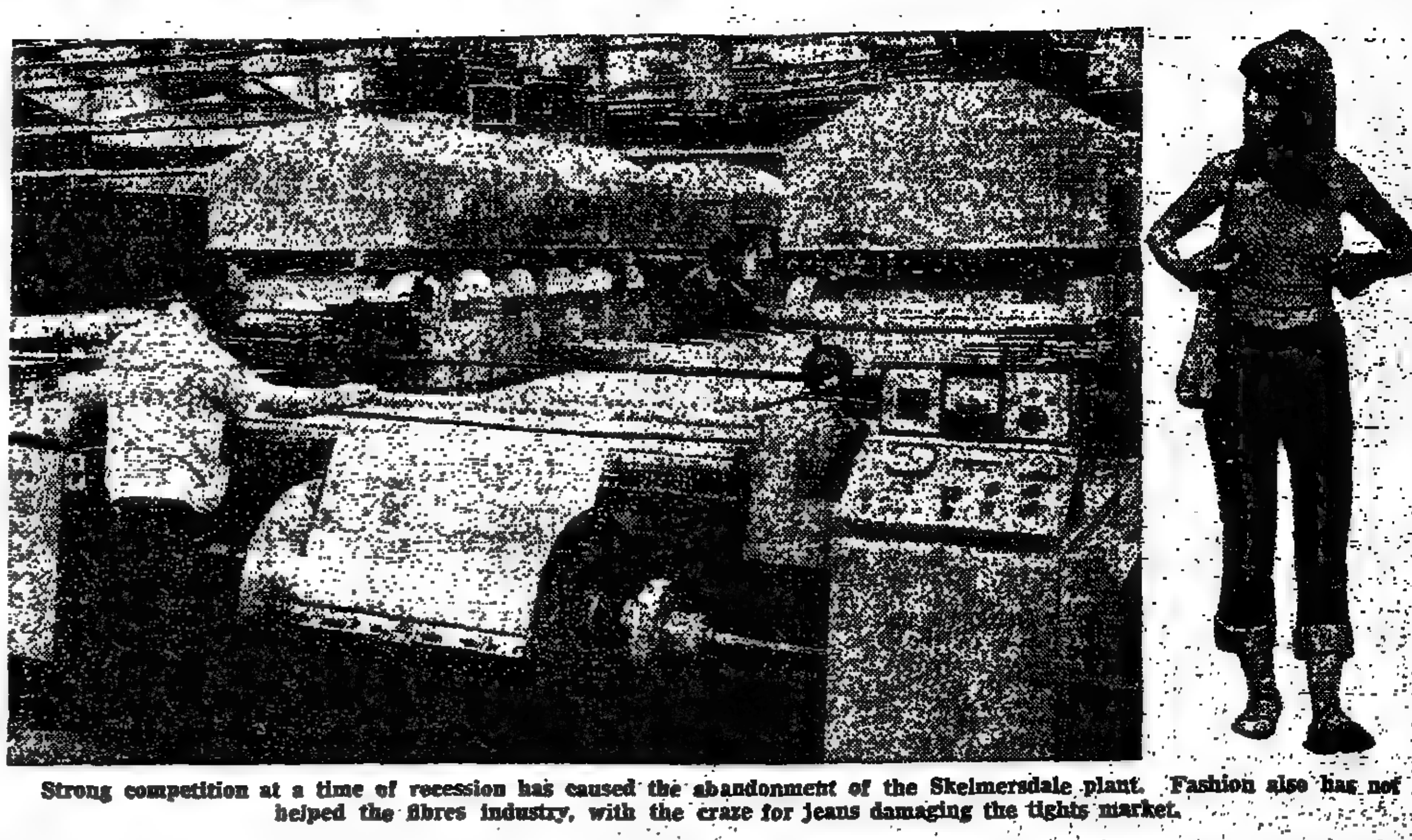
Producers in the Far East have secured a competitive advantage partly as a result of their manufacturing structure or domestic market policies. Hong Kong for example has avoided involvement in fibre production, preferring to buy on world markets at the best available price. As a result it can be very competitive at times of recession. Other major producers, such as South Korea and Taiwan, protect their relatively large home markets and recover fixed costs there, thus being able to price aggressively abroad.

The implications therefore of merely deciding to extend the MFA as it stands could be serious, as the textile industr has been telling the Commi sion. That course could, in pa ticular, by further weakenin the domestic industry, leav Europe dangerously dependen on outside sources of supply fo its textile requirements. Th implication for employmer will also be important.

The debate which th industry has now begun wit the Commission has therefor been broadened to include th question whether or not Europ wants or should have a textil industry. Comitextile an AEIH, in their submission t the EEC, point out that in th present climate of uncertaint the industry lacks sufficient co fidence to go ahead with th investment now necessary. Y if it is to compete with th U.S. in particular it will ha to reorganise itself on to European basis to achieve th necessary economies of scale.

Signs that the industry i Britain has been adopting thi approach have emerged i recent years. Some of the bi gest textile groups, such a Carrington Viyella, have ste ped up exports to Europ markedly over recent month helped by the decline of th value of sterling, and are no building up their Europea operations. Courtaulds too ha become an established supplie of certain fabrics across Europe and has been making a majo push into the German marke with some of its garment line

The Skelmersdale plant itsel however, was designed as European-scale factory intende to produce vast quantities o fabric very competitively. It failure could soon be providin an empty but eloquent test mony to the problems that be encountered on the w towards a European strategy.



Strong competition at a time of recession has caused the abandonment of the Skelmersdale plant. Fashion also has not helped the fibres industry, with the craze for jeans damaging the tights market.

FIBRES FOR THE WEST EUROPEAN CLOTHING INDUSTRY

	Actual performance		Forecast for 1985		Growth predictions	
	1972	1974	Made in 1973	revised in 1976	Made in 1973	revised in 1976
	m. tonnes of fibre		m. tonnes of fibre		% per annum	
W. European production	2.2	1.9	3.0	1.5	2.5	−2
Less Exports	−0.4	−0.4	−0.6	−0.3	5	−2.5
Domestic sales	1.8	1.5	2.4	1.2	—	—
Plus imports	+0.5	+0.7	1.3	+1.8	7.5-8	7.5-8
Final consumption	2.3	2.2	2.7	3.0	3.7	3

MEN AND MATTERS

Nuclear fuss: autocrats and disobedience

Those fearful of nuclear energy will surely leap gleefully upon the remarks of Lord Hinton, the engineer responsible for Britain's highly successful first nuclear factories, in the magazine *New Scientist* to-day. For Hinton suggests bluntly that unless the U.K. nuclear industry can return to an "autocratic organisation" led by one engineer, it might well consider saving cash by opting out of the reactor development end of the business.

His comments coincide with the latest publication from the environment group Friends of the Earth, every line of which makes plain that what they fear most is the kind of oppressive autocracy to which they believe we must submit in order to enjoy any benefits from nuclear energy.

But in what it admits on Page One is "a very speculative paper"—the one point with which the U.K. Atomic Energy Authority heartily agrees—the authors talk about civil disobedience if the Government will not abandon its nuclear plans.

"It is difficult to speculate on the forms civil disobedience against the nuclear power programme could take," the authors say innocently. But they go on to suggest that we might "expect" demonstrations and occupations, theft of documents and fissile materials, obstruction of nuclear waste transport, occupation of power stations.

Direct action interfering with power supplies would present the government with "acute difficulties," they note encouragingly. Its response "would embrace every kind of device or campaign for influencing public opinion, from the subtly persuasive to the obviously coercive."

Then it goes on defensively to advance the hypothesis that fear of civil disobedience could be as potent a stimulus to official nervousness as civil disobedience itself. "A few isolated incidents of direct action could even help to create a climate of social suspicion towards all opposition to nuclear power."

A spokesman for Friends of the Earth insisted yesterday that the group was not advocating such action, stressing that its booklet *Nuclear Prospects* uses past examples of direct action, notably by the old Committee of 100, only to point out what authority may have to contend with one day.

Friends itself was started in California in 1969 by David Brower, a publisher and keen mountaineer who at that time had two preoccupations: supersonic transport and the Alaskan oil pipeline. There are a dozen autonomous groups now in operation outside the U.S., and among the U.K. campaigns have been non-returnable bottles, the since-dropped copper project for Snowdonia, and the protection of whales.

An unusual feature of the report is that it has been produced in association with the National Council for Civil Liberties and, more surprisingly, the Council for the Protection of Rural England, the latter not generally regarded as an overtly radical group.

Lousy

Help! Rats, mice, maggots, cockroaches and nameless and numberless other pests could be on the rampage soon in Buckingham Palace, the House of Commons, and in the Royal Parks, according to the Institution of Professional Civil Servants. It blames a decision by the Ministry of Agriculture, Fisheries and Food to abolish a pest control unit which services at least 100 Crown buildings. IPCS opposes the decision: "A classic example," intones a spokesman predictably, "of bureaucratic bungling."

Keeping fit

Many businesses are running hard to stand still at the moment, not least the unpredictable Meriden Motorcycle Co-operative, launched controversially with £5m. of State aid and the subject of critical scrutiny again by Parliament's Public Accounts Committee last week.

One aspect of that unpredictability was touched on in the committee's report. Management advice was given to the Meriden organisation earlier this year by a team of three executives from GKN, rather surprising in view of that group's stated passion for more traditional forms of private enterprise. The GKN help, which lasted three months, was specifically blessed by Barrie Heath, GKN chairman, a member of the Bullock committee on industrial democracy, and not an enthusiast for TUC ideas on worker directors.

Then, in the last couple of days, have come two developments which could further change life at Meriden, where 700 workers each week produce between 300 and 350 large Bonneville machines. First, a professional manager in the person of 54-year-old Phil Love, former managing director of Associated Engineering's bearings division, has been appointed as chief executive.

He starts work next Monday to fill the gap left by the departure last February of David Jones, ex-Jensen Motors' manufacturing director, who only stayed at Meriden nine months. Until Love's arrival, the work is being done by Dennis Johnson, the co-operative's chairman, who has throughout his acting chief executiveship stuck with the £56-a-week basic which the whole workforce draws.

Love, who lives far from Meriden at St. Andrews, Scotland, has been working as a consultant since he retired from Associated Engineering three years ago. He will toil exclusively but not full-time for Meriden (this contract specifies that he works a decreasing number of days in successive three-month periods, eventually putting in 20 days a quarter). One of his main objects will be to train up a successor—and on Monday, he plans to propose that Johnson be made deputy chief executive, which presumably means that he should end up in the top job.

The second important development of the week is that Meriden is to start making "Joggers," keep fit kits consisting of rollers upon which the energetic can run without going anywhere. Meriden will assemble £50,000-worth of them initially. The connection with motor cycles may seem remote except that Joggers are the brainchild of the Austrian *Steyr-Daimler-Puch* company, mentioned as a candidate to rescue the old Birmingham Small Arms motor cycle business in the early days of crisis before Meriden was established.

Johnson sounded enthusiastic yesterday about this "leisure activity" but worried about the non-appearance so far of 1,200 kits of 125cc. lightweight motor cycles from Moto-Guzzi in Italy. Meriden has paid the duty, so the kits are in the country, but Johnson was uncertain about the reasons for transportation delays. Assembly should have started four weeks ago.

Closed shop

Press and public are being excluded from the first business session of the Association of British Travel Agents convention in Athens next week. The subject: "Are we too restrictive?"

Observer

CONOMIC VIEWPOINT

BY SAMUEL BRITTAN

Prospects after the sterling crisis

HING is for ever. Within weeks the IMF credit will been negotiated, the h Government will have its financial measures, and erling balance agreement be on the horizon. There be any number of diver-, panics, alarms and tened breakdowns in the iations. *But it is incon- ble that the IMF deal d be allowed to fail or sterling should long con- under the threat of n balance withdrawals.*

at then is the business tion going to look like once evasions, mismanagement, ading statements and dog- ; over-optimism of the last months are behind us?

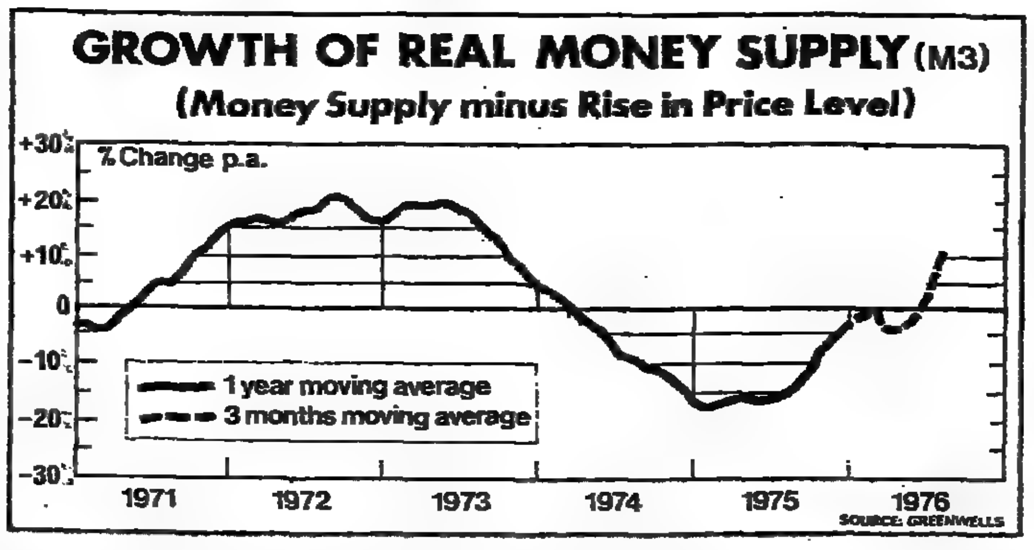
st, the world scene. We from the fact that there pause in economic growth e main industrial countries e second and third quarters e year. There are signs recovery has now already resumed, but at a rate pace.

cording to the historical able, the world trade cycle so very far from its upper ng point. The official pre- forecast *World Economic pects* (available as a special ement to any firm signing nning agreement) suggests a slowdown or recession d begin by the end of 1977. corporate forecasters put urning point in 1978. The th of world industrial city is usually estimated at cent. to 5 per cent. per m, and a recession is ed as a growth rate sub- ially less than that.

what it is worth, the U.K. to lag about a year behind U.S. and other leaders of world trade cycle. British cers now account for such a small proportion of world trade that if the exchange rate is sufficiently competitive they ought to be able, at least partially, to ride out a modest downturn in the world economy by increasing their share of existing markets.

Moreover, such a downturn could bring relief to both domestic prices and the current balance of payments. Dollar commodity prices are now over 20 per cent. above a year ago and there is the OPEC price *increase to come. Primary product prices could be on a falling trend by the winter after next* if industrial demand begins to flag.

But it would be wrong to get bogged down in arguments about the exact profile of the world trade cycle. The key feature is that although unemployment is historically very high in most countries, so too is inflation. During the latest 12 months—the most favourable period of the cycle for price stability — OECD prices have risen by an average of 8 per cent. This is more than three times as high as the average of 1960-65 and twice as high as 1965-70. Even in the present modest world upturn several countries have already reported signs of overstrain and increasing inflation.



GROWTH OF REAL MONEY SUPPLY (M3)

(Money Supply minus Rise in Price Level)

Union promises

The trade off between unemployment and increasing inflation *has become worse in countries* with moderate unions, militant unions, strong unions, weak unions and in countries where unions are banned *altogether. This fact should* make one pause before either attributing all the blame for the deterioration onto unions or paying too high a political price for union promises of wage restraint.

Whatever the reasons for the structural change, it is there. *A sharper than expected upturn* in 1977 would lead to a violent world-wide stop; a gentler upturn to a gentler slowdown. An attempt by governments to whip up demand would simply lead to a large inflationary slump in the late 1970s; and any British hints in this direction are likely to fall on wisely deaf ears.

British producers start the present phase of the trade cycle with a highly competitive exchange rate. An exchange rate of just under $1.80 compensates *fully for the effects of different* British and U.S. inflation rates since August, 1971, before the dollar was floated. The present exchange rate provides a margin *of well over 10 per cent. in* hand from a trading point of view.

Exchange rate depreciation has a contractionary effect on domestic spending power because of the rise in import prices. On the other hand it has an expansionary effect on *exports and import substitutes.* The expansionary effect is regarded as larger on standard forecasting assumptions — assumptions in need of query.

The Treasury assumes that for every 4 per cent. depreciation of sterling, British prices rise by 1 per cent. This is simply a reflection of the fact that about 25 per cent. of domestic spending is on imports. But the reasoning is misleading. There is such a thing as an international level of prices for traded goods, exports and imports alike. The sterling equivalent of this goes up in full proportion to the devaluation.

British manufacturers competing with imports will be able to afford to raise their prices and price control is not a complete blockage. Only the other day I heard how a manufacturer of a well known product was making plans to avoid it by the transhipment of his goods to Belgium for re-importation to the U.K. Moreover, some of the most important prices of all—namely wages—will rise most of the way with other prices. *It is less misleading to assume that a 4 per cent. devaluation ultimately leads to a rise of nearly 4 per cent. in prices.*

The suspicions of practical men that this is so have now been confirmed by years of mathematical research into international monetary theory. Someone who had stuck to David Hume's essays of the 1750s could have read all this in lucid prose and spared himself the intellectual U-turns of the intervening two centuries.

Thus on top of the underlying 10 to 15 per cent. rate of inflation there is a potential price rise of 10 per cent. in the pipeline reflecting "excess depreciation." The normal forecasting assumption that devaluation boosts output and employment depends on there being a passive monetary policy; in other words that the increase in the price level is financed. Indeed, the runaway monetary expansion of the summer months was both financing and inducing the depreciation.

There are now three theoretical possibilities:

- ● A 10 per cent. boost to the price level is financed, thus making for a total inflation rate of 20 to 25 per cent. in the next 12 months.
- ● It is not financed; the real value of the money supply is reduced and there is a powerful constraint on domestic demand.
- ● Sterling jumps back to $1.80 after the IMF and sterling balance agreements and there is no excess inflation for finance.

The first case can be ruled out. *Our international creditors* will insist on a rigid adherence to the 12 per cent. monetary target this year and a lower one next year. The American and *German administrations will be* happy to take refuge behind the IMF; so, too, will the Treasury and Bank of England who have been driven by fear into the "unbelieved monetarism" I mentioned on Tuesday.

Pressure point

The third result, a return to $1.80 would be the best way of reducing the inflation rate quickly for the least domestic cost *if it came about through* spontaneous market forces. But for numerous reasons it is unlikely; and we would be risking a monster sterling crisis if such a rate were engineered artificially.

The most likely result therefore is that the money supply will grow less than is required to finance a normal expansion of output, and that the U.K. economy will move back into domestic recession while the rest of the world is still expanding. The sense of financial crisis may well evaporate with both sterling and the balance of payments looking firmer; and the pressure point will move to the labour market, where wage frustration and unemployment fears could collide in menacing fashion.

Often in the past inflation has been transformed into a payments deficit by Government policy. This time the potential and inflationary benefits of tight money will be tranformed into a payments surplus. One is irresistibly reminded of 1969, when Mr. Roy Jenkins' credit squeeze brought a sharp payments improvement, but did not prevent a wage explosion. If the squeeze had been kept on into the 1970s, inflation would in due course have subsided; and after several winters of discontent we should now be better off with unemployment lower than it now is. But the Heath Government opened the monetary floodgates; and the temptation for another Government to do so in the late 1970s will be nearly as great, especially if North Sea oil is living up to expectations.

The best summary of the forces—domestic and international—affecting output and employment is provided by the chart. From 1971 to 1973 the money supply rose faster than prices, there was a boom in output; but a large amount of inflation and depreciation was stored up for later.

In 1974-75 the reverse happened. Money supply grew less than prices—not so much because of deliberate deflation but because it was easy to finance a Budget deficit during a world recession, and when the newly rich oil countries were still leaving large sums on deposit in London. The result was that the real money supply — money divided by prices—fell, and with it output and employment. On the other hand, the rate of inflation eventually halved — the pay policy did little more than slightly affect the timing.

Money supply

In the middle of 1976 it looked as if the real money supply had stabilised. Output and activity were set to rise at a normal rate or slightly better; and unemployment was about to stabilise or fall slightly but still remain above 1m.

Now, however, prices have been boosted by devaluation and monetary growth restricted by policy. Unemployment and unused capacity are set to increase. Output may not stagnate altogether, but the 2-2½ per cent. forecast for next year by many international corporations—and probably by the Great God NIF—could well be too optimistic.

Is all this masochism really necessary? No. But it will require a separate article to outline the combination of Milton Friedman and Harold Lever which will be required to avoid it; and for the moment no names for who might provide the combination in the right mixture.

Letters to the Editor

dvance in e ranks

Mr. A. Neate

—I have listened to John ven and Lord Watkinson e CBI complaining bitterly e treatment of middle man- ent and asking for ation of taxation.

doubt there has been an on of differentials but an ination of company reports that things can't be all that Below are some figures of oyees earning over £10,000 r.

	March 1975	March 1976
Intntl.	83	154
	81	144
and	6	13
llers	20	68

ese figures are typical of general picture. Clearly lle *management has made* advance and it will be in- ting to see company reports he year ending March 1977. this subject Sir Geoffrey has stated that because of taxation there is a con- able "brain drain." Now rica has over 7m. un- loyed and serious unemploy- t exists throughout the tern world. *Where then is* "brain drain" going? Which tries are prepared to allow middle managers to take for which, presumably, they plenty of candidates? e conclusion that offers it- is that the CBI and the Con- tive Shadow Chancellor are stating a good case for ining differentials to obtain concessions for all the higher

. Neate.
inks Lane,
oode Castle, Hants

aying for orrowings

Mr. P. Griffiths.

There may be a number planations for the sharp the external value of the but one which I think ves examination is the gation entered into by cer- local authorities to repay gn borrowings in foreign ency.

e dollar exchange rate n to fall rapidly during the quarter of this year. rding to Financial Statistics e 43, there was an unusually repayment of overseas owings *during this quarter.* does suggest that an im- tant cause of the pound's fall alue has been identified.

Griffiths.
Gloucester Place, W.1.

ndustrial democracy

om Mr. R. Scott.

Sir,—Many of us can sym- thise with Mr. B. S. L. fford's apprehension about lustrial democracy (October but we may well dissent from solution.

t does not lie in "consulta- n and communication at every el." These are *tactics* not *ategies* and in many cases e caused trade union mbers to be cynical because y see no evidence that nagement have allowed their entual decisions to be in- enced by employee views.

The trade unions may have cluded that consultation does involve power and have efore pressed for structural nges to bring this about. er all, they may well argue, at about the West German ex- rience, which is claimed to be ingredient in industrial pros- rity. The U.K. took on this luence when we decided to join and to remain within the EEC.

We share the fear of bureaucracy. In our experience, however, far sighted managements encourage employees to contribute to *jointly agreed* company objectives by jointly solving problems. This is not sterile negotiation, but a recognition that employees have a contribution to make on matters they know about—that is, at the place of work. Problems — quality, absenteeism, output, planning, pay structures—can be examined jointly, decisions taken jointly, solutions implemented jointly.

Alan Flanders said many years ago that management would only regain the power they lost by sharing it. You don't need a bureaucracy for this.

R. S. Scott.
Divisional Director.
Division of Industrial and Human Relations,
Inbucon/AIC Management Consultants.
Preston House.
302-308, Preston Road.
Harrow, Middlesex.

Area for new exports

From the Director
David Davies Memorial Institute of International Studies.

Sir,—It is true, of course, as Dr. Nigel Lucas points out in your paper, that solar energy could only make a marginal — though a useful — contribution to energy conservation in this country, unless it is by way of photosynthesis and subsequent conversion to methane gas. Here I am not competent to judge whether the amount of land required in such a process would be economically defensible. Where, surely, the future of solar energy lies is in the tropical and sub-tropical countries. For these to be dependent on imported oil seems to me to be the height of folly.

One of the points made about the production of solar energy units at this time is that there is no large manufacturing process engaged in this, but if there were a large export market available then there might be a spin-off reducing very substantially the costs of such units.

M. M. Sibthorp.
Thorney House.
34 Smith Square, S.W.1.

Solar energy costs

From the Managing Director, Futuristic Home Services.

Sir,—I have no great wish to become a prolific letter writer to newspapers nor to be a bore, but I must protest, yet again, at the utterly misguided bleatings of your other correspondents in regard to solar energy. Dr. Lucas (October 26) makes comparisons with the bulk supply tariff and states, unbelievably, that no saving on installed generating capacity can be anticipated because standby is necessary, and *further* goes on to refer to solar energy replacing "off peak" heating of water as being even less attractive !—Why ?

If one uses solar panels to replace or supplement electricity then the demands on the national grid surely must be reduced drastically. Assume that 10m. homes use an electric immersion heater as the sole means of heating water and that the average usage is ten hours per day (that is approximately 300m. kilowatt hours of electricity, if each immersion uses 3kw per hour). Surely if solar collection systems contribute even *a small* percentage, then the gross national saving is important enough for everyone to stop bleating or going on ego trips and start *installing* solar systems now! After all 10 per cent. of something is far better than 50 per cent. of nothing, is it not?

I have great respect for the various, apparently otherwise *learned, gentlemen* who have written to you but I find it inconceivable that they can make statements founded on conjecture rather than fact: I have several installations where solar collectors have totally replaced the previous means of heating water during the summer months, and at this present moment they make a significant contribution to costs and the overall annual savings are considerable.

So far we have only argued the case for domestic hot water, what do your learned correspondents say about solar systems for swimming pools? Are we going to see yet another stream of *academical equations totalling to* a misguided series of figures? Am I the only reader of your excellent newspaper in this country who will plead the case *for solar energy collector* systems?

S. Silver.
57, Watford Way,
Hendon Central, N.W.4.

Left luggage in Italy

From Mr. A. Grima.

Sir,—Is it not time that the Italian authorities take steps to warn prospective visitors to Italy of the risks they run if they leave luggage in the boots of their cars? My car has been robbed of its contents three times this year. The boot is always locked and on two occasions the car was in the garage of leading hotels in Rome and Milan.

The thieves are well trained and are in possession of keys to fit any model and can clear the luggage in a matter of seconds. The police are powerless to stamp out this crime. In Turin where my car was emptied of its contents the police told me that they have 50-60 car thefts every day and that I was lucky to still have the car.

The motoring organisations should give a firm warning to all their members of what lies in store for them if they leave their cars unattended for more than two minutes. The Italian authorities should also be pressed to issue warnings to motorists at all customs posts. I know of at least five friends who have had their cars completely stripped of their contents this year and I am sure that this kind of publicity will do the Italian tourist industry a great deal of harm.

Andrew Grima.
80, Jermyn Street, S.W.1.

A question of priorities

From Mr. H. Benjamin.

Sir,—The eloquent defence of Arts careers by the Head of Music, Huddersfield Polytechnic (October 25) could invariably have been better expressed and must deserve the sympathy of us all. But as an argument that the artists are as wealth-productive as the technologists it comes, as so many arguments to-day, from the heart and not from the reason.

If every U.K. graduate became a painter, writer, dancer, composer or singer, playwrite or actor, *I'd love a shade of odds* (and some) on the dollar and the mark. If they all found their way into industry, commerce and agriculture we might be a bit less couth but we'd get by—and I don't doubt there would be plenty of actors and singers around too.

A modern civilised community clearly demands a balance in the careers of the brightest of its young people but for goodness sake let's get our priorities right; the first thing is to afford to eat. It would need a society incomparably *more affluent than this one to be* able to afford the luxury of attitudes like Mr. Forbes's and to expect at the same time to maintain present living standards.

Mr. H. Benjamin.
Stanhoe Hall.
King's Lynn, Norfolk.

Counting the jobless

From Dr. C. Turchi.

Sir,—I could not agree more with Mr. Collin's statement ("*Trying to Count Unemployment*" October 21) that unemployment figures have now a more obviously political role to play. To be fair to the public, however, the Government should be trying to avoid the confusing proliferation of unemployment statistics of the American or Japanese type.

The Americans, for instance, are now being bombarded with *seven* main official rates of civilian unemployment (and each of them broken down into percentages by territory, sex, age, race and other groupings). Here is how the U.S. Bureau of Labor Statistics compiles the seven rates ("basic" rates):

- *U-1* calculates those unemployed for 15 weeks or longer, as a percentage of the total civilian labour force.
- *U-2* is the percentage of job losers in the total civilian labour force.
- *U-3* calculates unemployed household heads as a per cent. of household heads in the labour force.
- *U-4* measures seekers of full-time jobs as a percentage of the full-time labour force.
- *U-5* the "official measure" proper, calculates the total unemployed as a percentage *of the civilian labour force*.
- *U-6* includes the total full-time job seekers. To these are added half of the seekers of part-time jobs and half the total on part-time work for economic reasons. The total is then calculated as a per cent. of the civilian labour force minus half the part-time labour force.
- *U-7* the most inclusive rate is like "U-6" except that it also counts "discouraged workers," those not looking for jobs because they believe *no* work is available to them.

Take your pick of the results:

U.S. Unemployment Rates, July 1976
(Seasonally adjusted)

	%
U-1 ...	2.4
U-2 ...	4.0
U-3 ...	5.4
U-4 ...	7.3
U-5 ...	7.8
U-6 ...	9.3
U-7 ...	10.0

(Source: Bureau of Labor Statistics, Washington, U.S.A.).

Costanzo Maria Turchi,
(Lecturer in Management at Thames Polytechnic),
53, Pier Avenue,
Herne Bay, Kent.

Tailwaggers club

From Mr. A. Scott.

Sir,—I see that the Prime Minister also says the Lords are undemocratic. Indeed they are and we need them as guardian of the electorate's wishes. At present we are governed by a tailwaggers club with scant regard for anyone's wishes but their own and there is no restraint on them.

A. H. Scott.
102, Beeches Road,
Chelmsford, Essex

To-day's events

GENERAL

Conference on Rhodesia begins, Geneva.

Upper Clyde Shipbuilders creditors' meeting, Glasgow.

Session of Supreme Soviet continues, Moscow.

EEC Economic and Social Committee Plenaries, Brussels.

Mr Reginald Freeson, Minister of State, Environment, presents his Department's awards for housing design, Royal Institute of British Architects, Portland Place, W.1.

Arts Council annual report.

Mrs. Barbara Castle, MP, speaks in Workington by-election campaign, Cockermouth.

Mr. David Ennals, Social Services Secretary, addresses public meeting in Walsall North by-election, Willenhall.

Energy Trends publication from Department of Energy.

Sir Lindsay Ring, Lord Mayor of London, presides at Court of *Common Council, Guildhall, E.C.2,* 1 p.m. (public admitted).

Lord Robens, giving first Sir Julian Salmon Lecture, will consider importance of service industries to British economy and relate this to future prospects for hotel and catering industry, Merchant Taylors' Hall, Threadneedle Street, E.C.2.

London Chamber of Commerce seminar on trade opportunities in Switzerland, 69, Cannon Street, E.C.4, 10.30 a.m.

Bishop of Wakefield lectures on "The Persuasion Business." St. Lawrence Jewry next Guildhall, E.C.2, 1.15 p.m.

PARLIAMENTARY BUSINESS

House of Commons: Industry (Amendment) Bill, remaining stages. Local Government (Miscellaneous Provisions) Bill, consideration of Lords amendments.

House of Lords: Licensing (Scotland) Bill, report stage. Agriculture (Miscellaneous Provisions) Bill, consideration of Commons disagreement with certain Lords amendments.

OFFICIAL STATISTICS

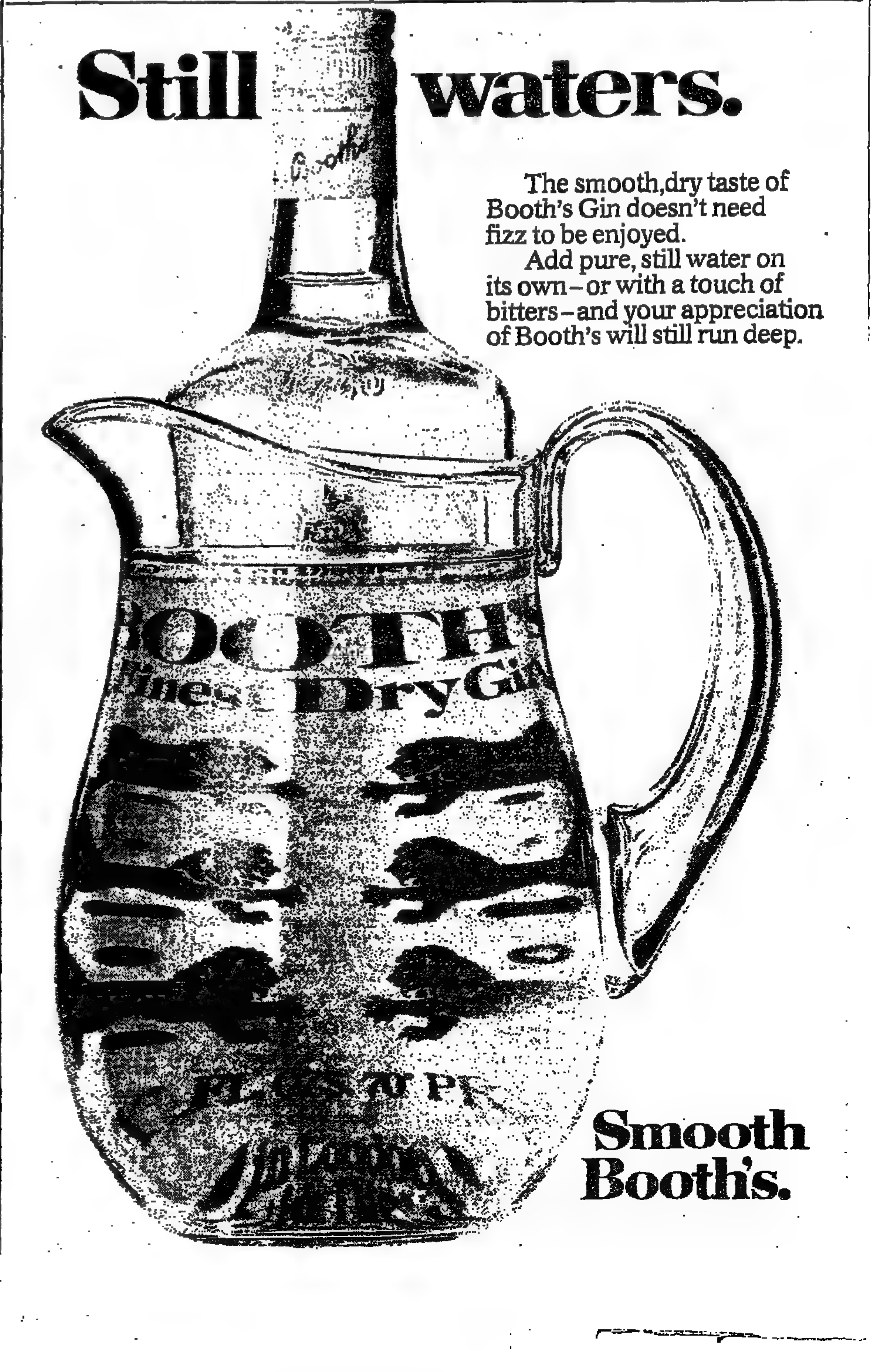
Housing starts, completions and grants (Sept.-prov.). Slum clearance (third quarter prov.).

COMPANY RESULTS

Dunlop Holdings (half-year). English Property Corpn. (half-year). McKechnie Brothers (full year). William Press and Son (half-year). Wood Hall Trust (full year).

COMPANY MEETINGS

Centre Hotels (Cranston), West Centre Hotel, S.W., 10.30. Custo-magic Manufacturing, Openshaw, 2.30. Excalibur Jewellery, Edgbaston, 12. Holcombe, 38, Chesham Place, S.W., 12. Hume, Winchester House, E.C., 12.



COMPANY NEWS + COMMENT

Substantial increase at Hopkinsons

THE IMPROVED results from **Hopkinsons Holdings** for the six *months to July 31, 1976 are in line* with expectations and the chairman, Mr. L G. Hopkinson looks forward with confidence to the second half year.

Profits before tax amounted to £2.01m., compared with £854,000 in the same period last year from turnover of £16.69m. (£11.1m.).

This year, *in* accordance with new accounting requirements, production overheads as appropriate have been included in stock *valuations and trading* profits of previous periods have been appropriately adjusted.

The net interim dividend is *restored from 0.75p to 1.225p* but shareholders are reminded that the maximum permitted total for the year is 4.33049p compared with 4.1187p previously.

The group makes boiler mountings, valves etc.

	Half-year 1976 £000	1975 £000
Turnover	16,689	11,101
Trading profit	2,228	1,039
Interest paid	234	219
Investment, etc. income	14	14
Profit before tax	2,008	854
Tax	1,035	230
Net profit	973	685

● comment

The 50 per cent. improvement in turnover at Hopkinsons can only partly be attributed to the recovery from last year's industrial dispute and the fact that at Blakeborough the problems created by fixed price contracts are now working themselves out. There is real growth in the trading profit figures which are 110 per cent. up *on figures adjusted for the new* stock valuation method. The second half may be shaded down by increased competition on the export side (where the target is *to have 40 per cent. of sales)* and by a possible slowdown in orders overall. Full year profits, however, could hit £4m. The shares, up 4p to 50p give a prospective p/e of only 2.8 leaving plenty of room for movement as the maximum dividend would yield 14.3 per cent. covered nearly four times.

Statement Page 27

Better first half from Uniflex

First-half turnover (to July 31, 1976) of **Uniflex Holdings** improved from £4.21m. to £5.41m. and profit was up from £210,000 to £227,000 before tax of £118,000 (£109,000).

Stated earnings per 10p share are 4.68p, against 4.33p.

For the full year to January 31, 1976, profit was £486,000 and the dividend 2.5p net. The company *manufactures* furniture.

INDEX TO COMPANY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Alginate Industries	25	2	Gill & Duffus	27	3
Associated Dairies	24	8	Harrison & Sons	25	2
Associated Leisure	24	5	Henderson (P. C.)	27	2
Ayrshire Metal	27	3	Hopkinsons Holdings	24	1
Boosey & Hawkes	24	2	Lighting & Leisure	26	3
BPB Industries	25	4	Shannon (John)	25	1
BPM Holdings	24	3	Smart (J.)	25	1
Central & Sheerwood	24	7	Spillers	25	1
Countryside Props.	26	1	Startrite Engnrg.	24	5
Decca	27	1	Teacher (Distillers)	24	6
Fidelity Radio	25	5	Telephone Rentals	24	4
General Scottish	27	4	United Real Property	25	3

Boosey & Hawkes up at midway

PROFITS of **Boosey and Hawkes** rose from £733,000 to £904,000 in the half-year ended June 30, 1976, before tax of £500,000 against £442,000. Turnover improved by £1.5m. to £7m.

The directors say that in comparing the results, three factors should be borne in mind—the estimated recovery from the consequential loss insurance following the Edgware factory fire, the effect of the acquisition of the *remaining 30 per cent. of* Hammond Organ U.K. capital, and the consequence of sterling devaluation.

In general, the trading situa*tion on the home market is rather* weak, the directors say. Overseas business remains firm and the outlook for the whole year seems encouraging.

The interim dividend is stepped up from 1.265p to 1.3p net per 25p share—last year's total was 4.131p.

	Six months 1976 £000	1975 £000	Year 1975 £000
Turnover	7,000	5,500	12,400
Trading profit	955	509	1,763
*Interest payable	55	66	149
Associates profits	4	†8	69
Profit before tax	904	733	1,702
Taxation	500	442	997
Net profit	404	291	705
Minorities	9	9	23
Extraord. credits	183	‡37	83
Attributable	578	243	762
Preference divs.	6	6	12
Available Ord.	572	239	749

* Less interest and dividends received. † Loss. ‡ Debit.

● comment

The 23 per cent. improvement in Boosey and Hawkes's pre-tax profits at half time is the better for one's knowing that the normal earning pattern (with the second half producing 60 per cent.) is likely to have been re-established. Growth is coming from instrument manufacture, the Hammond organ division being sensitive to *import costs and* royalties remaining fairly stable. There will be no losses overseas this year, so full-time figures could be around £2.2m., providing a prospective p/e of 3.6 at 69p. The maximum dividend increase would give a yield of 10.4 per cent.

Second half recovery for BPM

A STRONG recovery in the second half has enabled **BPM Holdings**, the Birmingham Post and Mail group, to maintain its pre-tax *profit for the 53 weeks ended* July 3, 1976, at the depressed level of £1.23m. reported for the previous year. At mid-term, profits were halved at £0.4m. against £0.82m.

Sir Michael Clapham, chairman, says that group profits have been maintained due to the improved performance of nearly all group companies, which between them for the first time have contributed more to the group total than the Birmingham Post.

He points out that "the external factors which depressed our profits last year . . . intensified and there were internal problems too." The group's main *market in the West Midlands was* depressed; rising unemployment and declining retail sales discourage advertisers and customers are disinclined to pay higher cover prices.

According to the chairman these conditions have forced all newspapers to the same conclusion that their only hope of survival lies in the radical improvement of efficiency; and that the service their readers require and are unwilling to pay for must be given by a smaller number of people.

The group intends to streamline production methods and to complete the introduction of new technology, with the minimum hardship to existing employees, by cutting back on recruitment and using voluntary redundancies as far as possible, states Sir Michael.

At the net taxed level the 1975-1976 profit came through at £0.59m. compared with £0.62m., and earnings per share are 14.7p (15.5p). The dividend is held at 2.56p net, with a final of 2.13p.

Meeting, Birmingham, November 24 at 12.30 p.m.

Telephone Rentals sees more

ANNOUNCING pre-tax profit up from £3.57m. to £3.93m. for the first half of 1976, the directors of **Telephone Rentals** forecast a year-end improvement over the previous record £7.93m.

The net interim dividend is up from 1.25p to 1.375p—the 1975 total was 4.75p.

	First half 1976 £000	1975 £000
Turnover	12,732	12,218
Deprec.	1,465	1,446
Pre-tax profit	3,927	3,568
Tax	2,010	1,932
Attrib.	1,901	1,722

● comment

The profits growth of Telephone Rentals must be one of the steadiest on record through good *times and bad. Rental income* is the basis of its consistency and has again shown an increase. And although sales have fallen slightly, the margins on them have been improved. The company's ability to face the financial crisis in the U.K. is substantial because a quarter of sales is overseas and there was £2.3m. net cash in the last balance sheet. At 64p, the shares yield a maximum prospective 12.8 per cent.

Statement, Page 25

British Elec. Controls

Profits of **British Electronic Controls** rose slightly from £224,000 to £244,000 in the year ended July 31, 1976 before tax of £127,000 against £120,000. Turnover amounted to £2.49m. compared with £2.62m.

Earnings per 10p share are 3.09p (2.74p) and the year's dividend is lifted from 0.75075p to 0.823825p.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Alginate Inds. ....int.	4	Dec. 31	4	—	12.5
Assoc. Leisure ....int.	1.2	Feb. 3	1.1	—	2.44
Ayrshire Metal ....int.	1.0	Dec. 17	0.88	—	2.86
BPB Inds. ....int.	3.4	—	3.1	—	6.21
BPM	2.13	—	2.12	2.56	2.56
Boosey and Hawkes int.	1.5	Nov. 30	1.27	—	4.13
Brit. Elec. Controls	0.83	Jan. 6	0.75	0.83	0.75
Cent. & Sheerwood ...int.	1	Dec. 10	0.89	—	1.92
Countryside Props.	0.25(e)	—	Nil	0.25	Nil
Fidelity Radio ....int.	1.16	Jan. 13	1.05	—	4.22
Andrew Findlay ......int.	0.65(d)	Dec. 22	0.5	—	1.55
Firmin & Sons ....int.	1.1	Nov. 18	1.0	—	3
Gen. Scottish Trust int.	1.0	Dec. 13	1.0	—	1.7
Gill & Duffus	2.6	Dec. 15	2.37	—	5.2
Harrison & Sons ......int.	1.49	Dec. 1	1.49	—	2.24
P. C. Henderson ......int.	1.4	Nov. 30	1.27	—	3.55
Hopkinsons ....int.	1.23	Dec. 9	0.75	—	4.12
Lighting & Leisure	1.0	Jan. 7	Nil	2.0†	2.3
Riverview Rubber Ests. 3rd int.	7	Dec. 10	3.75*	16*	8.75
Smart (Contractors)	2.35	Dec. 10	2.14	3.25	2.96
Spillers	0.81	Feb. 2	0.81	—	2.5
Telephone Rentals ...int.	1.38	Dec. 8	1.25	—	4.75
Trust Union ....int.	1.1	Dec. 10	1	—	2.2
Utd. Real Property	3.38(b)	Dec. 2	2.68(c)	4.63	3.55
Wilshaw Secs.	1	—	Nil	1	Nil

Dividends shown pence per share net except where otherwise stated.

* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. (a) Malaysian cents. (b) Includes special second interim, 1.4625p. (c) Includes special second interim, 0.675p. (d) To reduce disparity. (e) Gross.

Good year for Assoc. Leisure

From turnover of £8.58m. *against £6.98m., taxable profits of* **Associated Leisure** amounted to £1.23m., in the half year ended September 12, 1976, compared with £1.18m., previously. In 1975-1976 profits before tax totalled £1.77m.

Subject to there being no unforeseen deterioration in trading conditions during the remainder of 1976-77, the directors are confident that the full year's profits will be satisfactory. Liquidity continues to be strong, they state.

The net interim dividend is lifted from 1.1p to 1.2p—last year's total was 2.44p.

	28 weeks 1976 £000	28 weeks 1975 £000
Turnover	8,579	6,982
Depreciation	[illegible]	1,294
Trading profit	1,286	1,133
Interest and dividends	103	107
Interest payable	156	163
Profit before tax	1,233	1,178
Tax	616	565
Minorities	—	23
Extraordinary credits	41	86
Attributable	658	656

● comment

Associated Leisure's interim performance—profits 9 per cent. higher on a 23 per cent. rise in sales—is hardly exciting but the shares at 23p are probably more interested in the high maximum yield of 18.9 per cent. and the fact that cash resources are still strong at around £2½m. The group's amusement machines division has apparently done well *in the first half, largely* because of increased sales to brewers, but the entertainments operation appears to have suffered from the exceptionally good weather of the summer months. In the second half, though, the group expects increasing demand for amusement machines at least to maintain the *first-half growth* trend and that puts the shares on a *prospective p/e* of 4.1 where they do not look expensive.

Startrite sees interim profit growth

The interim results of Startrite Engineering Group, should be "substantially higher" this year, than in the 1975-76 first half, chairman Mr. W. R. Bruce says *in his* annual statement.

As known, pre-tax profits for the 12 months to June 30, 1976, fell from £374,854 to £321,146 but in a year when the machine tool industry experienced its worst recession they "exceeded our expectations," Mr. Bruce adds. This was particularly so follow*ing the drop in pre-tax profit for* the first half from £172,700 to £115,700.

Although the current economic climate in the U.K. is full of uncertainties, export markets continue to show a healthy trend, he tells shareholders.

The group's liquid position is even stronger and the directors are now completing a major extension to assembly space and *facility, the benefits of which will* hopefully take effect during the latter period of the year to June 30, 1977.

As at June 30, 1976, the net *asset value of the group's shares* was 65p excluding the valuation reserve on its freehold property, Mr. Bruce says.

The group makes and distributes machinery for the wood, plastics and metal-working industries. Meeting, the Great Danes Hotel, Hollingbourne, near Maidstone, November 18 at 11.45 a.m.

Teacher looking for £3.2m.

A SHARP increase in full year *1976-77 pre-tax profit* of **Teacher (Distillers)** from £2.82m. to about £3.2m.—a record—is forecast by chairman Mr. A. K. Bergius.

In the formal offer document from Allied Breweries for the whole of the capital of Teacher, he urges holders to accept—the directors have undertaken to accept *in respect of their own* holdings of 5.1 per cent. of the Ordinary and certain directors have undertaken to procure acceptances of more than 50 per cent., including their own holding.

Mr. Bergius states that the raising of £1.5m. through a placing and the £3m. medium-term unsecured loan from Finance Corporation for Industry has substantially reduced short-term borrowings. Some £8m. of working capital is tied up in duty financing, he reveals.

The last issue of Ordinary shares reduced the Family holding to just over 50 per cent. and further issues could result in a loss of overall Family control, he points out. Teacher could therefore stand still or continue to expand without this safeguard and be subject to the "uncertainties associated with bid situations and undesirable suitors."

It was therefore decided that a direct approach should be made *to a strong partner, with greater* financial resources and one which would understand the nature of the business, he states.

For the six months to July 31, 1976, turnover expanded from £23.24m. to £26.38m. and profit was up from £0.89m. to £1.36m. before tax of £0.68m. (£0.39m.) and *minorities* of £15,000 (£21,000).

Under the terms of the Allied offer there is no interim dividend. Last year's dividend total of 9.75p included an interim of 2.1p net.

Rise at Central and Sheerwood

FIRST HALF pre-tax profits in 1976 of **Central and Sheerwood** rose from £1.07m. to £1.46m. and the directors are expecting second half profits to exceed those now reported. Pre-tax profits last year totalled £2.2m.

Earnings per share before extraordinary items are 1.99p (1.21p) and the net interim dividend is 1p against 0.89375p—the 1975 total was 1.91593p.

	Six months 1976 £000	1975 £000
Turnover	26,828	18,684
Industrial profit	1,505	1,129
Financial profit	68	47
Finance and admin.	205	119
Profit before tax	1,458	1,057
Taxation	811	632
Net profit	647	425
Minorities & pre-acq. pft.	16	*45
Extraordinary credits	14	*72
Attributable	645	308

* Debits.

In line with the development of the group, industrial activities have provided the major contribution to profits, the directors report.

The engineering companies have continued to improve their profitability despite prevailing economic uncertainties. Trianco, a recent acquisition, is operating closely with Redfyre and, as a result, both are improving their profit*ability*.

The printing and publishing companies, no longer a significant sector of the Group activities, have in general performed adequately in a particularly difficult market.

While it is too early for the benefits expected to flow from the merger of A. Mason and Co. with Andrew Valentine Holdings to be reflected in group results, management projections indicate satisfactory progress.

The results of the financial services show a small improvement over the same period last year and this trend is continuing. In the current year merger broking is also expected to make a contribution to profits.

Due to low gearing there will be no material effect on profits caused by the recent substantial increases in minimum lending rate, the directors say.

Formerly the Central and Sheerwood Trust, the group changed its *name last year*.

● comment

The 37 per cent. increase in *pre-tax profits* at Central and Sheerwood is due to export demand and loss elimination. Exports have come to the heavy engineering side in a big way; under a half of Ransomes and Rapier's sales went overseas last year but 81 per cent. of last *month's* order book was from abroad. Loss elimination has been effected at Redfyrne (heating appliances), which had been hit by the oil price rise, and at Mason (greeting cards), which *has reduced overheads by moving* from Surrey to Dundee. At the earnings level the gain is even greater, at 65 per cent., because the tax charge last year was abnormally high. For the full year earnings could exceed £1.1m., which means the maximum 18 per cent. yield on the shares, at 19p, would be covered 1.7 times. The shares could have defensive qualities.

WILSHAW BACK WITH 1P

With profits showing a big recovery from £12,582 to £88,605 for the year ended July 31, 1976 *Wilshaw Securities is returning* to the dividend list, after an absence of five years, with a payment of 1p net.

The directors state that the position with regard to the legal action remains unchanged. Proceedings have been commenced against the company in India claiming about £40,000, which are being vigorously defended.

The profit was achieved from turnover of £1.23m. (£0.87m.) and *is subject to tax of £46,000 (£799)*.

The group makes hydraulic presses and equipment.

Progress by Assoc. Dairies

SATISFACTORY progress in all divisions had been made by Associated Dairies as it approached its half-year end, said chairman Mr. A. N. Stockdale at the annual meeting.

In the first quarter the company achieved an increase in turnover of 40 per cent. over the comparative period, with the resultant pre-tax profit showing a similar increase. The second quarter was proving equally satisfactory and the directors were cautiously content that this progress should be maintained throughout the second half.

He reported that the rebuilding project at the Llandudno Store (which was completely destroyed by fire) was well under way and it was hoped to re-commence trading by Easter.

In September, the company acquired the 3-acre premises of Wm. Irwin and Co., immediately adjacent to its group office and Leeds Dairy in Kirkstall Road. The land was earmarked for possible future extension of the Leeds Dairy complex.

Meeting, Page 26

A. Beckman in strong position

First quarter turnover of A. Beckman, converters and merchants of fabrics, is again ahead of last year and the chairman, Mr. S. Beckman believes that the group's strength, not least in the cash position, permits him to look ahead with some measure of confidence.

For the year ended June 30, 1976, pre-tax profits were up from £1.52m. to £1.68m. Sales were *£15.34m. (£12.05m.)*. A one-for-1 scrip issue is also proposed.

A statement of the source and application of funds shows an increase in cash balances of £57,208 (£464) and a £200,000 increase in short term loans (*£300,000 increase*).

After the capitalisation issue approximately *800,000* Ordinary shares will remain unissued for future requirements, and no issue will be made which would effectively alter the control of the company or the nature of its business without the prior approval of the company in general meeting, the chairman says.

BIDS AND DEALS

HERBERT MORRIS DIVIDEND

The chairman of Herbert Morris Mr. Pat Robinson, has written to shareholders, whose shares currently stand at 110p compared with the 120p cash offered by **Babcock and Wilcox** before its offer was referred to the Monopolies Commission, to say that the net dividend for the year to October 31, 1976 will be increased by two-thirds from 6p to 10p.

This decision, which was taken before the Commission referral, is based on the continued progress of the company and the Board's *confidence in Morris' further* substantial growth, says the company.

In the context of the now lapsed bid, the Treasury has given its consent to the dividend uplift.

RANK WINS O'CONNORS

The Rank Organisation has won *control of the Singapore* based H. A. O'Connors following the recommendation of a S$130 a share offer by the O'Connors' directors, valuing the company at £245,000.

Acceptances of more than 38,000 shares (48 per cent.) have been received; prior to this Rank held a 38.4 per cent. stake in O'Connors.

UNICORN INDS.

Following receipt of permission from the Canadian Foreign Investment Review Agency, Unicorn Industries has completed the acquisition of the Simonds Abra*sives division of Wallace-Murray* Canada.

SHARE STAKES

Mr. J. J. Raper has disposed of 80,000 shares of St. Piran, reducing his holding to 1,557,750 shares (26.7 per cent.).

Moorside Trust has acquired a further 10,000 Ordinary shares in **Hamilbourne**, making total holding 170,000 shares (10.84 per cent.).

ASSOCIATES DEAL

Halliday Simpson on Monday bought 60,000 William Reed and Sons at 36p on behalf of **Birmingham and Midland Securities**; on Tuesday bought 50,000 at 35p on behalf of Birmingham and Midland, and bought 15,000 at 35p on behalf of an associate.

هكذا من الأصل

Spillers off £2.9m. midway but now recovering

REFLECTING A downturn in the Spillers-French Group, where rising costs and competitive pressures reduced margins, group pre-tax profits of Spillers fell by £2.9m. to £5.68m. in the half year ended July 31, 1976.

Since July, however, profits have shown a marked improvement and it is expected that the figure for the second half will exceed the £6.9m. achieved in the comparable period of 1976 despite a sharp increase in interest charges, states Mr. Michael Vernon, chairman.

External turnover showed an increase of 10 per cent. in value to £287m. After tax and minorities and an extraordinary charge of £897,000, the balance attributable emerges at £1.95m. compared with £3.32m. The extraordinary charge relates mainly to an accelerated rationalisation programme within Spillers-French, and this cost will be substantially higher in the second half.

The interim dividend is unchanged at 0.8125p net—the total for 1975-76 was 2.3025p paid from profits of £15½m.

	First half 1976-77 £000	1975-76 £000
Turnover	222,559	276,800
Trading surplus	11,056	14,094
Depreciation	3,718	3,519
Trading profit	7,338	10,575
Trade invest. income	77	93
Investment grants	216	200
Invest. income—quoted	400	—
Profit before interest	8,031	10,868
Interest payable	2,642	1,703
Share of associates	289	407
Profit before tax	5,678	9,572
Taxation	2,603	5,553
Net profit	3,075	4,019
Minority	230	701
Extraord. item	897	—
Attributable	1,948	3,318

See Lex

Long-term prospects at John Shannon

Wholesale clothiers and costumiers John Shannon and Son reports turnover of £530,858 for the first half of 1976 and profits of £17,362 subject to tax of £9,025. Results for all 1975 showed turnover of £1.2m. and profits of £80,009 before tax of £37,823. The dividend was 0.809p net per 10p share.

The investment programme in new plant and machinery is going ahead as planned and the company intends to spend over £70,000 in the next three years.

The directors say that although the immediate future does not hold the brightest prospects, they believe that in the long term and given some improvement to the general state of the economy, the company should be well placed to improve its competitive position.

This, coupled with better use of property assets, will, they hope, start to show something of a more realistic return on capital employed.

Continuing the programme of rationalisation, a decision has been made to close the factory at Tamworth and to concentrate production in the Walsall factory.

This will require some redundancy payments but all employed at Tamworth have been offered jobs at Walsall. Once redundancy payments and expenses of closing Tamworth are behind them, the directors expect savings of some £10,000 a year. There will also be other advantages of having all production in one place, they add.

J. Smart up to target

Building and public works contractors J. Smart and Co. (Contractors) has met its forecast for the year ended July 31, 1976.

Profit comes out at £1,443,176, against not less than £1.41m. estimated and £926,482 achieved in 1974-75. Turnover was £11.53m. (£10.87m.).

After tax £712,735 (£462,674) net profit reached £730,441 (£483,808). Earnings are 14.3p (9.2p) per 10p share, and the final dividend is the forecast 2.351704p for a net total of 3.251704p (2.956095p). Certain holders have waived £83,137 aggregate.

Alginate expects to top £2.4m.

FOLLOWING THE forecast last May of a resumption of profit growth in the current year, Alginate Industries, the seaweed group, reports an advance from £795,000 to £1.19m. in pre-tax profit for the first half of 1976-77; and a total in excess of £2.4m. is foreshadowed for the full year, which would compare with £1.63m. for 1975-76.

The improved trend of orders during the first quarter has continued to date. Some production difficulties were experienced at mid-year, due to further industrial action at the Girvan factory, but this has now been resolved, the directors state.

Also a slowdown was suffered at Barcaldine for a short period in August due to the drought. Some lost production is expected to be made up during the rest of the year however, and present indications are that second half profits will exceed the first half.

The profit—achieved from a turnover up from £4.35m. to £6.80m.—is subject to tax of £621,000 (£414,000). The balance attributable to Ordinary holders emerges at £656,000 against £364,000 giving earnings per 25p share of 10.19p (6.84p).

The interim dividend is unchanged at 4p net—the total for the previous year was 12.5p. A holder has decided to waive a proportion of the interim dividend amounting to £5,000.

● comment

Alginate Industries has backed up its forecast that profits in 1976 would resume their past growth by lifting the interim pre-tax level by more than 50 per cent. The pace of the recovery although impressive is not exactly surprising, for towards the end of last year the group was already stocking up in anticipation of a big increase in demand. The benefits of this may be fairly shortlived and margins will probably be under rather more pressure in the second half. Even so, the forecast of better second half profits suggests a strong measure of volume growth and the group, which is currently engaged in a £1.8m. expansion programme, should be able to take full advantage. At 177p the prospective p/e on pre-tax profits of say £2.4m. is around 8.4 which looks a fair rating especially given a maximum yield of 12.2 per cent.

Harrison Sons back in profit

A return to profitability is announced by Harrison and Sons for the first half of 1976 and the directors forecast that the trading result will continue to show an improvement.

While the amount is small—£2,000, compared with £245,000 loss—the rate of improvement is encouraging; turnover up from £6.92m. to £7.39m. reflects the diminishing scale of operation of the City printing company, they say.

There has been a satisfactory increase in turnover in some important markets. It is also pointed out that profits are directly affected by the present high interest rates and indirectly by the effect these have on trade in general.

The net interim dividend is kept at 1.487p per 25p share. Last year's total was 2.244p and the deficit £340,000.

Following a professional valuation of freehold properties, the increased value has been taken to reserves; no provision has been made for deferred tax.

	Six months 1976 £000	1975 £000
Turnover	7,359	6,921
Trading profit	447	175
Depreciation	196	167
Interest payable	249	213
Pre-tax profit	2	*205
Tax relief	—	127
Extra-ord. debit	653†	6
Minorities	1	1
Forward	2,156	2,444

* Loss. † Cost of restructuring City printing company

Utd. Real Property advance

REVENUE before tax of United Real Property Trust was up from £1.3m. to £1.82m. in the year ended April 5, 1976 and the directors are recommending a net final dividend of 1.9125p (2p). An interim of 1.25p (0.875p) has already been declared.

Again, to avoid an assessment under the provisions relating to close companies, the Board is declaring a special second interim payment of 1.4625p (0.875p) payable at the same time as the final on December 2.

	1975-76 £	1974-75 £
Gross income	2,642,792	2,094,175
Net income	2,072,018	1,831,392
Group revenue	1,778,166	1,254,238
Associated share	42,312	46,326
Revenue before tax	1,820,478	1,300,564
Group tax	925,148	676,700
Associates tax	20,477	23,749
Net revenue	866,521	630,105
Minorities	31,062	27,967
Applicable shareholdrs.	834,859	600,138
Extraord. credit	256,024	*173,182
Associates losses	705	1,761
From capital reserve	253,694	†173,197
Dividends	551,000	474,000
Forward	2,211,894	1,933,240

* Debit. † To reserves

BPB forecasts around £25m.

REFLECTING a higher volume of sales, particularly in France, BPB Industries, the building materials and paper and packaging concern, pushed up pre-tax profits by £5.2m. to £14.5m. in the half year ended September 30, 1976. But in forecasting around £25m. for the full term, compared with £19.3m., a virtual standstill in profit growth is indicated for the second half.

While remaining confident of an upward trend in demand in the longer term, Mr. N. M. Barrow, chairman, expresses concern about the reduction in U.K. building activity arising from the present economic situation. Public sector spending is to be reduced further, and high interest rates elsewhere will tend to reduce the flow of mortgage funds, resulting in lower demand for new houses in the private sector.

Looking at the overseas side—which represented 31 per cent. of the first-half group profit—the chairman says that anti-inflation measures are likely to become a restricting influence on the recent high level of activity particularly in France and Canada.

Group sales for the half year showed an advance from £96.4m. to £120.68m. An analysis shows that sales of building materials in the U.K. improved from £48.92m. to £56.42m., while in Canada and France advances from £11.92m. to £17.86m. and from £16.58m. to £23.96m. respectively were recorded. U.K. paper and packaging sales went ahead from £23.77m. to £28.77m.

Profits from U.K. building materials rose from £5.08m. to £6.58m., in Canada there was an increase from £0.87m. to £0.97m. while in France the contribution expanded from £0.59m. to £2.9m. The U.K. paper and packaging side achieved an increase from £2.24m. to £3.33m.

The chairman reports that the group's capital expenditure programme is continuing according to plan. In line with confidence in the long-term future of the main product, increased capacity for plasterboard is under construction in France and Canada and plans are under consideration for a further plant in the U.K.

After tax and minorities the balance attributable to BPB emerges at £7.27m. compared with £4.63m., giving earnings per 50p share up from 12.3p to 16.6p. The interim dividend is raised from 3.1p to 3.4p net—the total for 1975-76 was 8.206p.

Statement Page 26

Fidelity Radio up at halfway

PROFITS of Fidelity Radio for the half year ended September 30, 1976, before tax, amounted to £512,000 compared with £461,000 in 1975, an increase of 11 per cent.

Sales were up 29 per cent. from £5.8m. to £7.5m. However, margins suffered, the directors say. Selling prices have now been adjusted accordingly and an improvement in profits should be evident in the second half.

An improvement of margins should also come from the introduction of the new range of audio products, which were introduced in the last two months of the half year and accounted for a small proportion of the total sales.

Now the new products are in full production and their contribution to the total activity of the company should be reflected in the final results for the whole year.

The order book is very strong, and the group's share of the market in audio products continues to expand.

Sales abroad have also been satisfactory, rising from £710,000 to £976,000, an increase of 37 per cent., and this rate should be maintained in the second half.

The interim dividend is 1.138p net (1.033p)—last year's total was 4.221p.

● comment

An improvement in pre-tax profits of only 11 per cent. by Fidelity Radio is something of a disappointment, especially since there has been a volume gain of 21 per cent. Again the price code at a time of rapid inflation is held to blame; in addition, demand has fallen since the boom days of 1973 while, in some areas, Far Eastern competition has increased. The real achievement of Fidelity has been to hold its own in these circumstances. Second half profits should be maintained but the squeeze does not augur well for beyond then. At 40p the shares yield a prospective 18.4 per cent.

Interim Statement

The Chairman of Gill & Duffus Group Ltd., Mr. F. M. Gill, reports:

- » 1976 Profits estimate £10 million
- » Interim dividend 2.6p (4.0p gross)
- » Board intends to recommend maximum permitted dividend for year of 8.8p gross (1975 8.0p)
- » Increased activity in group's worldwide trading

Estimate of profit for the year ending 31st December, 1976

	1976 (estimated)	1975 (actual)	1974 (actual)
	£000	£000	£000
Group profit	10,000	7,443	6,250
Taxation	4,750	3,405	2,833
Profit after taxation	5,250	4,038	3,417

Gill & Duffus

St. Dunstan's House, 201 Borough High St. London SE1 1HW
Telephone: 01-407 7050

International merchants, brokers and processors in a wide range of primary commodities.

Overseas subsidiaries and associates in: U.S.A. · Canada · Brazil · Ghana · France Switzerland · Germany · Hong Kong · Singapore · Malaysia · Australia

---

Telephone Rentals
LIMITED
incorporating
DICTOGRAPH TELEPHONES LIMITED
OPERATING TR SERVICES

INTERIM STATEMENT FOR THE HALF YEAR ENDED 30th JUNE, 1976

On the 27th October the Directors declared an Interim Dividend of 5.5% (1975—5%) on the Ordinary Share Capital in respect of the year to the 31st December, 1976, payable on the 8th December, 1976, to the Shareholders on the Register at the close of business on 12th November, 1976 absorbing £533,640. (1975—£485,127).

The Consolidated Profit Statement of the Group (unaudited) for the half year ended 30th June, 1976 is as follows:

Half Year to 30th June	1976 £000's	1975 £000's	Year 1975 £000's
Turnover:			
Rental	7,711	6,976	14,253
Sales and other	5,082	5,240	11,947
	12,793	12,216	26,200
T.R. Group Profit before Taxation	3,927	3,568	7,931
Less: Estimated Taxation	2,010	1,839	4,089
Group Profit after Taxation	1,917	1,729	3,842
Less: Minority Interests	16	7	29
Balance of Profit attributable to Telephone Rentals Limited	1,901	1,722	3,813
Depreciation: Amounts charged in arriving at above Profit	1,485	1,446	2,865
Taxation:			
U.K.	1,213	1,058	2,610
Overseas	291	229	591
Transfer to Tax Equalisation Reserve	506	552	888
	2,010	1,839	4,089

The figures for the 6 months to 30th June, 1975, have been amended for comparative purposes to reflect variations in foreign exchange rates during that year. United Kingdom taxation has been based on a Corporation Tax rate of 52% in both years.

Group Profits before Taxation for the first half of 1976 show a useful increase of 10.1% compared with the first half of 1975. New Rental business taken during the first nine months of this year shows a satisfactory increase over 1975's figures at this stage but New Sale business, as anticipated in the Chairman's Statement accompanying the 1975 Accounts, shows some diminution.

Taking into account the present monetary and economic situation in the United Kingdom, some slowing down in the present rate of progress must now be considered likely. However, despite this and the re-location expenses associated with the move to Milton Keynes, your Directors anticipate the results for the year as a whole will show some improvement over those for last year.

Capper-Neill are going places:

Our world is getting bigger all the time.

As the Capper-Neill group of companies continues to increase in size and number so does the range and diversity of our international activities.

We now design, fabricate and erect storage tanks, pipework and process plant for industry in four continents, in areas as far apart as West Africa, Canada, Persian Gulf and the Far East. At home, we have recently won major contracts in England, Wales and the Republic of Ireland.

Our prospects for continued progress look bright. Like we said, Capper-Neill are going places.

Capper-Neill Limited. Woolston, Warrington, Cheshire WA1 4AU. Telephone (0925) 812525. Telex 628382.

Capper-Neill
Storage tanks, pipework and process plant for world industry.

Countryside recovery continues

FOLLOWING A virtual break-even position at halftime and the forecast of further recovery for the full year, Countryside Properties has turned in a pre-tax profit of £60,000 for the year ended June 30, 1976, and, after a year's absence is returning to the dividend list with a payment of 0.25p gross.

For 1974-75 the group incurred a loss of £1.3m. which included provisions of £1.18m. against land and work in progress. The directors are satisfied that these are proving adequate.

The dividend proposal is in accordance with the previously stated intention to resume payments as soon as circumstances permitted, and the directors say that they anticipate a gradual improvement in distributions. The total in respect of 1973-74 was 6.5p (or 4.355p net) paid from profit of £516,000, which was struck after a provision of £487,000 against land and work in progress.

In recent months the group has acquired additional prime land and now has sufficient with planning permission for residential development all within the London commuter area to provide at least three years' work.

In addition the group has contracted to purchase in phases 170 acres of land at Chelmsford, Essex. These purchases are being achieved without increasing the group's overall level of borrowings, says chairman Mr. S. Bobroff.

The forward sales position is reasonable and there are currently no completed houses unsold. To assist in maintaining sales a subsidy scheme has been introduced which will hold purchasers' mortgage repayments at the pre-increase level for 12 months.

Looking to the future, Mr. Bobroff says prospects for the last few months had looked encouraging, although the most recent economic events might be expected to slow the group's recovery. Trading in the current year should be reasonably satisfactory providing there is no further deterioration in the general economic climate.

	1975-76 £000	1974-75 £000
Turnover	6,814	7,583
Trading profit	936	*382
Interest	876	916
Profit before tax	60	*1,298
Taxation	39	535
Net profit	21	*763
Dividend	10,000	—
Retained profit	11,000	*763

* Loss.

Lighting & Leisure expansion

FOR THE year ended July 31, 1976, Lighting and Leisure Industries reports a profit increase of £186,742 to £910,642. Sales were £1.77m. ahead at £10.36m.

The directors state that this progress has been achieved in a period of general adversity, and they expect to do better still "when tranquility returns to the economic scene." The company makes and distributes light fittings, camping and sports equipment and leisure fittings.

The year's experience demonstrates the inherent strength of having two separate and distinct divisions which rely on different seasons and are affected by differing influences. This has enabled the group to surmount the short-term factors affecting the lighting division and at the same time to improve on previous growth. Currently the demand for lighting is increasing.

The directors are concentrating investment in the leisure division in an effort to maintain the present more powerful profits growth offered by this sector. As a first step, the freehold of a 5½-acre site with a factory of some 165,000 square feet near the present Batley premises has been purchased, to provide room for expansion as and when this is warranted.

Earnings are shown at 6.25p (5.05p) per 10p share, and the final dividend is the promised 1p to make 2p net on capital increased by a rights issue (2.3p). A one-for-four scrip issue is now proposed.

Firmin ahead after six months

Pre-tax profit of Firmin and Sons was £14,000 higher at £142,000 in the first half of 1976. In June the directors forecast that year-end results would show a satisfactory increase over 1975's record £262,805.

First-half earnings per 25p share are 5.2p (4.72p) and the interim dividend is lifted from 1p to 1.1p net — last year's final was 2p.

The company makes badges, buttons and military ornaments.

	Half year 1976 £	Half year 1975 £
Turnover	665,731	512,749
Trading profit	121,000	112,100
Invest. income	19,000	13,900
Pre-tax profit	142,000	128,000
Taxation	73,840	66,560
Net profit	68,160	61,440
Dividends	14,311	13,010
Leaving	53,849	48,430

Economy hits Ulster harder than unrest

THE STATE of the national economy has had a greater effect on Ulster's industrial and business prospects than its own internal troubles, it was said yesterday.

Mr. Don Concannon, Minister for Northern Ireland, said at an Ulster trade promotion luncheon in Bristol that workers and management had shown remarkable resilience in the face of adversity.

Since the beginning of the troubles to mid-1975, statistics showed that trade rose from £1.7bn. to more than £3.1bn., productivity increased by more than 26 per cent. and industrial output by more than 12 per cent.

But now unemployment had reached the disappointingly high figure of 10 per cent. as Ulster could not be isolated from the economic problems of the U.K., Mr Concannon said.

The trade show was an opportunity for the 25 Ulster firms and trade organisations represented to restate their ability to produce and deliver quality goods.

Associated Dairies

Salient figures for the year ended	1/5/76 £000	53 weeks ended 3/5/75 £000
Profit before tax	14,722	9,882
Profit after tax	6,739	4,586
Retained earnings	6,463	4,084
Ordinary dividends	1.24497p*	1.45247p

*Capital increased by 1 for 4 scrip issue October 1975

Extracts from the Statement circulated to shareholders by the Chairman, Mr. A. N. Stockdale

Finance

In presenting to shareholders the report and accounts for the 52 weeks to 1 May 1976 I am pleased to report that group profits before taxation and extraordinary items increased to £14,722,000 (£9,882,000). The profit earned for ordinary shareholders is £7,015,000 (£4,589,000) and we are proposing to pay a final dividend of ·44497p per share which, together with the interim dividend of ·8p per share, makes a total of 1·24497p per share for the year. This compares with 1·16198p per share for the previous year on the increased capital. It is the maximum permitted under the current counter inflation legislation, and leaves £6,463,000 (£4,084,000) to be added to retained profits.

Your directors consider that the present state of reserves makes it desirable to recommend a capitalisation issue of one ordinary share for every three ordinary shares, for every three partly paid ordinary shares and for every three 'A' ordinary shares held and an extraordinary general meeting will be held following the annual general meeting to give effect to this.

Superstores

During the year, which has been generally acknowledged as one of stagnation for consumer spending, this side of your business has remained remarkably buoyant, which naturally gives enormous confidence for the future.

New Stores were opened on schedule at Kirkby, Chapeltown and Cambuslang, in addition to which two smaller units in Manchester and Birmingham were opened in August and October respectively.

During the current year the investment on the above amounted to some £2·9 million, in addition to which £2·1 million was expended in modernising a number of our existing stores.

Since the year end new stores have been opened at Dyce, Coatbridge and Birkenhead and at the moment a further eight new stores are in the course of construction, representing a further investment of £15·0 million. An additional £1·9 million has been authorised for up-dating existing units.

I am delighted to note that in July 1976 official support was given by the Department of Environment to the principle of superstore development. It appears the object of this revision of development control policy is to encourage local authorities to co-operate more fully with superstore operators with a view to planning permissions being authorised without the necessity of appeal to the Department of Environment.

Only in the future will we be able to monitor the effectiveness of these guide-lines in reducing the enormous delays which have taken place in the past in obtaining planning consents and which have incurred considerable expense.

Capital invested in our Lofthouse meat factory is now paying dividends and the introduction of our made-up meat products into all our major stores has resulted in a substantial increase in turnover. The new bulk meat packing factory at Lofthouse was completed shortly after the end of the financial year; sixteen of our stores are being supplied from this source. Adjacent to this, further premises for the preparation of deep-freeze packs will shortly be in production.

Demand for our pre-packed fruit and vegetables has been such that the capacity for our produce warehouse in Pontefract Lane has become inadequate. Plans have been submitted to the authorities at Normanton for permission to erect purpose-built premises which will house fully automated packing plant. This should be in operation by early Summer of 1977 and the cost involved is £800,000.

Dairies

In spite of the increased cost of liquid milk to the consumer over the past year, mainly due to the government cut in subsidy, sales throughout the division have been more than maintained. The building of our £3 million Newcastle-upon-Tyne dairy will be completed before the end of 1976, and after plant commissioning should be operational early 1977. Improved installations carried out at our cheese factory in West Marton has enabled us to increase throughout. We now supply our stores with over 5,000 tons of cheese per annum, a large proportion of which is of our own manufacture. At the time of writing this report there is a proposal before the board to further extend these premises at a cost of £1·5 million.

The acquisition of Settle creamery has proved a further valuable investment, and is, at the moment, supplying and packaging for the stores part of their butter requirements to the extent of 5,000 tons per annum.

Prior to the drought, increased milk production from the UK farms led to a substantial increase being made available for manufacture. The outlook for the future is somewhat difficult to predict as the final transition to harmonise with the EEC is imminent.

I trust our government will stand by its White Paper—'Food from our own resources' and resist outside pressure to introduce measures such as those recently determined by the Commission. Projects that your company were hoping would be supported by grants from FEOGA have been refused as part of the Commission's strategy. Yet these, by their very nature, would have increased efficiency, reduced costs and in one case effected our ability to compete with imports, thus helping to reduce the balance of payments. I trust, however, that the government will respond in a more tangible form to the industry's plea to make more money available for capital investment through the media of the target rate of profit which is due for review from the 1st October.

The fact that your directors have embarked on such a substantial capital expenditure programme reflects the confidence which we hold for the future.

Much has been said of the effects of crippling taxation imposed on the private sector of business and on individuals in every walk of life. Governments must surely take heed of those who earn the country's wealth. Incentives in the past have encouraged effort and I have found no evidence that human nature has changed to such an extent that this no longer applies. If the incentive is forthcoming man can move mountains, but without incentive pleas from government will go unheeded. How often does one hear people in extremely responsible positions advocating that the government should supply cash for some project or other. Let us bear in mind that government, whatever its colour, is dependent on its revenue from the tax payer, which now includes the vast majority of our countrymen. Very simply, it is the tax payer who subsidises, not the government.

At the Annual General Meeting held on 27th October, a resolution giving effect to a Bonus Issue of 1 Ordinary Share for every 3 held was approved.

Associated Dairies Ltd., Craven House, Kirkstall Rd., Leeds LS3 1JE

MINING NEWS

'Johnnies' feels the wind of change

BY KENNETH MARSTON, MINING EDITOR

BECAUSE of technical, economic and political factors, South Africa's mining finance houses will have to change their traditional policies in the task of maintaining and expanding the mineral development of Southern Africa, says Sir Albert Robinson in his annual review of Johannesburg Consolidated Investment.

He considers that the finance houses will have to adapt to the new nationalism in Southern Africa, the trend being towards managing and developing new projects in partnership with Governments and the mobilisation of new sources of capital funds: "with adequate guarantees whenever possible. Alternatively, development finance should be raised increasingly from international agencies."

On gold, Sir Albert stresses the need to increase productivity and to raise mill grades where possible in order to combat the problem of rising costs and low bullion prices. He points out that at a gold price of $116 per ounce, the average monthly per capita production in the South African gold mining industry is worth R482 while each employee consumes about R168 in goods and services and receives remuneration of some R136.

"Johnnies" policy is to concentrate its immediate efforts on bringing the new ventures to the profit-making stage which will mean some reduction in prospecting and research. The increased stake in Rustenburg Platinum was acquired in exchange for certain shares in the "Johnnies" portfolio with the result that the capacity to make share dealing profits has been reduced.

But any diminution in share-dealing profits should not have any adverse effects on dividend policy, says Sir Albert. He looks forward to improved results if the world business recovery is sustained but adds that it will not be until well into 1977 before a more accurate picture will emerge of the earnings potential for the current year to next June. The shares were £14 yesterday.

RANDFONTEIN'S LOAN LIMITS

The South African gold and uranium producer, Randfontein Estates, is seeking at a general meeting on November 17 to change its articles of association so that its borrowing powers may be extended to R140m. (£101.2m.) from £8m. Although Randfontein does not plan to borrow on this scale at present, it is seeking flexibility in the financing of future uranium expansion, as it expects to secure a supply contract with Nuclear Fuels Corporation of South Africa.

WESTERN MINING AWAITS UPTURN

The major Australian nickel producer, Western Mining, is still waiting for a substantial increase in demand, although there was some improvement in the markets during the first part of 1976. In the group's annual report, the chairman, Mr. A. H. Parbo, says, "A substantial increase in demand still awaits an upturn in capital investment, to which nickel usage is largely related."

But the directors point to the recent upward movement in the producer price of nickel which, they say, "will affect future revenue." Inco of Canada increased its world price of electrolytic nickel last September by 9.6 per cent. to $2.41 a lb, following a 15 per cent. rise in August by the other major Canadian producer, Falconbridge, to $2.53.

Meanwhile, at Western Mining's Kambalda mine in Western Australia, the amount of ore treated in the four weeks to October 19 was the highest since last March at 119,574 tonnes. Of this figure 11,887 tonnes were purchased. The nickel grade was 2.87 per cent. compared with 2.66 per cent. in the preceding four weeks. Concentrate production went up to 25,846 tonnes after 22,831 tonnes in the previous four weeks.

CGFA meeting

THE FUNDS to be received by Consolidated Gold Fields Australia for the sale of part of its interest in the Mount Goldsworthy iron ore project to Consolidated Gold Fields will be used for the Australian subsidiary's Gunpowder copper mine and the Gibbin kaolin prospect in Western Australia, reports our Sydney correspondent.

Sir Brian Massy-Greene

At the CGFA meeting the chairman, Sir Brian Massy-Greene, also indicated that it could be a long wait before the new Goldsworthy consortium can get the proposed area "C" mine into production. He considered it unlikely that a sales contract to support a project of this size will be forthcoming until there is some improvement in the outlook for steel production.

Sir Brian, who is 60 years of age, surprised the meeting with his decision not to seek re-election to the Board. This, he said, was for a number of personal reasons. Sir Brian was chairman and managing director of CGFA when it became a public company in November 1966. Mr. S. L. Segal has been elected chairman in his place and Mr. B. C. Ryan remains as managing director.

EARNINGS RISE AT LORNEX

Increased production and improved copper prices have enabled the Rio Tinto-Zinc group's Canadian Lornex Mining to report sharply higher earnings for the nine months to September 30.

Before tax and Government royalty they come out at $28.3m. (£18.28m.) against $11.4m. for the same period in 1975; taxes and Government royalty take $11.5m. (£7.5m.) against $5.5m. Earnings per share have thus risen dramatically to $1.48 from 8 cents.

Copper production was 40 per cent. higher than in the corresponding period last year, while the average ore milling rate improved to 45,527 tons per operating day compared to 38,929 tons per day last year.

The RTZ group's 51 per cent. owned Rio Algom has a 66.5 per cent. stake in Lornex, while 20 per cent. of the last-named company is held by Yukon Consolidated. Yukon were 123p yesterday.

MARY KATHLEEN PRODUCTION

The only uranium mine currently operating in Australia, Mary Kathleen produced 181 tonnes of uranium oxide in the September quarter. Operations resumed in March, after stopping in 1963, and up to the end of June 120 tonnes had been produced.

In August Mary Kathleen, which is part of the Rio Tinto-Zinc group, had to borrow uranium from the U.K. to meet contracts with an American group; a paradoxical situation in view of the fact that Australia could be the world's biggest potential uranium producer. The country's Fox Commission report on environmental aspects of uranium mining is expected to be released to-day and Government decisions on uranium mining and export policy have been delayed pending its findings.

MINING BRIEFS

PEKO-WALLSEND—

	13 weeks to 29.9.76	30.9.75
Peko Mine		
Ore treated ... (tonnes)	—	6,567
Production:		
Copper .... (tonnes)	—	27
Gold .... (ounces)	—	3,342
Bismuth ... (kilograms)	—	38,037
Warrego Mine		
Ore treated ... (tonnes)	49,812	28,436
Production:		
Copper .... (tonnes)	891	322
Gold .... (ounces)	24,111	25,570
Bismuth ... (kilograms)	196,866	149,857
Juno Mine		
Ore treated ... (tonnes)	—	11,468
Production:		
Copper .... (tonnes)	—	43
Gold .... (ounces)	—	11,149
Bismuth ... (kilograms)	—	48,051
Mount Morgan Mine		
Overburden removed (tonnes)	88,023	873,982
Ore treated ... (tonnes)	204,370	205,550
Production:		
Copper .... (tonnes)	1,806	1,637
Gold .... (ounces)	16,138	4,138
King Island Mine		
Ore treated ... (tonnes)	78,466	69,225
Production:		
Tungstic Oxide (WO$_3$) (MTUs)	40,466	36,696
Total Production		
Copper .... (tonnes)	2,497	2,029
Gold .... (ounces)	40,340	45,999
Bismuth ... (kilograms)	198,866	215,945
Tungstic Oxide (WO$_3$) (MTUs)	40,466	36,696
Pelton and Gretley Collieries		
Washed coal ... (tonnes)	121,126	97,185
Gunnedah Colliery (Peko-Wallsend's share)		
Coal .... (tonnes)	50,350	—

Juno ore is being mined and stockpiled for batch treatment during November, 1976. Total Juno ore remaining to be treated is approximately 9,000 tonnes.

COMPANY NEWS IN BRIEF

ELLENROAD RING MILL—Turnover 26 weeks to September 26, 1976, £2,326,457. Pre-tax profit £65,600. Tax £32,000.

THE GREAVES ORGANISATION—Results year to March 31 1976, already known. Fixed assets £695,721 (£825,730), net current assets £6.44m. (£10.91m.). Meeting, Sutton Coldfield, November 17 at noon.

FIRST TALISMAN INVESTMENT COMPANY—Pre-tax loss year to March 31, 1976, £2,428 (£19,573). Tax charge £4,415 (£273). Directors looking for long-term investments to enhance value of company.

BH SOUTH (mineral exploration and mining)—Results, year ended June 30, 1976, already known. Fixed assets Australian $38.21m. ($36.62m.), investments $57.38m. ($56.92m.), other non-current assets $10.59m. ($4.09m.), current assets $31.22m. ($30.92m.), non-current liabilities $39.07m. ($113,000), current liabilities and provisions $29.95m. ($31.78m.). Meeting, Melbourne, November 12.

DERBY TRUST—Asset value of capital shares at September 30, £2.12½ (£2.35) at June 30, 1976).

JOHNSON AND BARNES (manufacturers of knitwear, subsidiary of Investment and Finance Company)—Turnover, year to June 30, 1976, £1,807,097 (£1,940,132). Loss £50,027 (profit £27,214) after tax £1,779 (£7,135). Loss per 12½p share 3.25p (earnings 1.35p). No dividend (0.78203125p).

LEON BERNER GROUP (steel manufacturers and stockholders)—Turnover £2,730,772 (£3,880,999) for year to May 31, 1976. Profit £19,208 (loss £21,997) before tax nil (credit £10,400). Earnings per 10p share 1.2p (loss 0.72p). No final dividend (same).

LONDON AND STRATHCLYDE TRUST—Results year ended August 31, 1976, already known. Investments £9.96m (£5.58m.), net current assets £298,020 (£220,323). Meeting, 2, St. Mary Axe, E.C., November 17, 3 p.m.

CAPITAL GEARING TRUST—No dividend (same). Profit £1,655 (loss £11,670) year to April 5, 1976. After tax £1,536 (nil) and transfer from capital reserve against loss in subsidiary. Earnings per 25p share 0.01p (loss 1p). Net asset value per share 2.4p (8.1p).

REDIFFUSION TELEVISION (subsidiary of British Electric Traction)—Results year to July 29, 1976, already known. Fixed assets £7.15m. (£6.24m.), current assets £29.73m. (£33.65m.), liabilities £14.36m. (£8.25m.). Future capital expenditure £1.02m. (£1.28m.) contracted for but not provided in accounts. Meeting, Stratton House, W., November 16, 10.30 a.m.

THOMAS FRENCH AND SONS (manufacturers of curtain suspension products)—Results for year to July 3, 1976, reported October 14 with chairman's comments on prospects. Fixed assets £1.17m. (£1.18m.). Net current assets £1.7m. (£1.25m.). Year-end to be changed to September 30—current period 15 months. Eagle Star Group held 28.22 per cent. of the equity on October 1. Meeting, Manchester Airport, November 18, 12.30 p.m.

EVANS AND OWEN—Accounts for year to March 31, 1976, have been delayed but anticipated that AGM will be held early in December, as last year.

GREENFRIAR INVESTMENT COMPANY—Gross income for 9 months to September 30, 1976, £152,562 (£131,801). Deduct interest and expenses £81,939 (£86,762). Tax £26,150 (£18,071). Leaving £44,472 (£26,968). Earnings per 25p share 1.11p (0.67p). Net assets per share 89.5p (79.6p).

SIMONSIDE INVESTMENT COMPANY—Gross income £72,492 (£56,419) for six months to September 30, 1976. Interest and expenses £94,608 (£83,877). Loss per £1 share 0.60p (loss 0.41p). Net assets per share 74.4p (57.7p).

RIGHTS AND ISSUES INVESTMENT TRUST—Gross revenue for first half 1976 £55,043 (£40,424). Pre-tax revenue £44,883 (£29,564) after expenses. Asset value per 25p capital share 29.6p (22.3) and per 25p income share 170p (11.7p).

HOUSE PROPERTY COMPANY OF LONDON—In first half 1976 profit on sale of property by dealing subsidiaries £16,841 (£7,328). Less provision for future losses at Farnham Common £25,000 (nil). Other income less expenses £11,328 (£8,584). Leaving £3,169 (£15,912). Against this has been charged interest incurred in financing development £16,813 (£34,590). Properties sold reduced parent company's portfolio by £12,314. Board does not anticipate any tax liability on figures reported. Negotiations proceeding for the sale of the remainder of the development at Farnham Common.

WESTERN MINING—Four weeks to Oct. 19: Central Norseman Gold: treated 13,111 tonnes (previous four weeks 12,667) produced 9,094 ounces fine gold. Kalgoorlie Mining Associates treated 280,063 tonnes (62,621), produced *11,428 (9,237) ounces fine gold. * Includes 1970 (693) ounces from Chaffers Mill clean-up and 138 ounces from Oroya Mill clean-up.

BPB INDUSTRIES LTD

PLASTER, PLASTERBOARD AND OTHER BUILDING MATERIALS

PAPER, PAPERBOARD AND PACKAGING PRODUCTS

Chairman: N. M. Barrow C.A.

Highlights from Interim Report 1976/7

- ★ Higher volume of sales at home and overseas
- ★ Significant increase in return from French operations
- ★ Overseas contribution represents 31% of pre-tax profits
- ★ Continued growth expected in long-term demand for plasterboard, the Group's main product

	Half-Year to 30.9.76 £000 (Unaudited)	Half-Year to 30.9.75 £000 (Unaudited)	Year to 31.3.76 £000
Sales	120,681	96,403	201,107
Profit before tax	14,452	9,269	19,261
Profit after tax attributable to BPB Industries Ltd	7,270	4,633	11,355
	pence per ordinary share		
Earnings	16.6	12.3	23.6
Dividend	3.4	3.1	6.206

Copies of the Interim Report may be obtained from the Secretary at Ferguson House, 15/17 Marylebone Road, London NW1 5JE.

GUS retailing row in Japan

BY DOUGLAS RAMSEY IN TOKYO AND STUART ALEXANDER IN LONDON

AN EXPERIMENTAL agreement between Japan's second largest department store chain and Great Universal Stores, for the sale by catalogue of British goods in Japan, has broken up amid counter accusations over poor quality goods and ineffective marketing.

Great Universal Stores said yesterday that it had terminated the agreement, with Daimaru, after the chain had sold only a few thousand pounds worth of goods' in the last six months.

However, the store claimed that the goods were far below Japanese quality. This was countered by GUS, who said that the Japanese ignored advice to aim the goods at the middle market and continued instead, to sell to the top end of the market.

GUS claimed success for similar ventures in other areas, especially Iran, and points also to the success of its Burberry and Hardy Amies ranges in Japan but added: "These complaints may well have been made to save face as the Japanese economy has suffered a severe setback in consumer goods demand.

"During the entire test period we have had no complaints from Daimaru and the reason we decided to terminate was that Daimaru was not making sufficient effort at their end," said Mr. Harold Bowman, a director of GUS.

The agreement was originally drawn up after GUS had been approached by the Japanese trading company Marubeni. The contract was renewable annually and GUS supplied catalogues to the Japanese, who used them to order the goods, which run from fur coats to mopeds, from GUS in Britain.

The Japanese feel that catalogue sales could be a growth sector and most department stores are involved in a limited way.

Daimaru said it would like to extend its operation and agreed that the experience gained during the nearly two years of the present experiment has been useful but added that it has made a loss from the start.

Daimaru executives have said that British producers have a double standard, one for their own home market and one for export and because the GUS products are meant for the British market they are cheap looking as well as cheap in price. This was emphatically denied by British manufacturers.

"It is a fact, as we see it, that these products are far below standard Japanese quality," says Mr. Mori, a Daimaru director.

Lorry damage

DAMAGE to road structure caused by 1,000 12-ton lorries is likely to be similar to that attributable to 160m. cars.

Mr. John Horam, Transport Under Secretary, stated this in a Commons written reply to Mr. Ronald Atkins (Lab., Preston North).

RECENT ISSUES

EQUITIES

Price Issue p**	Amount Paid Up	Latest Renunc. Date	1976 High	1976 Low	Stock	Closing Price p**	+ or —	Div. Amount	Times covered	Gross Yield	P/E Ratio
—	F.P.	—	£101¼	830	AmricanMedInt.Inc($1)	938	+18	Q24c	—	1.4	—
—	F.P.	—	£29	£27¾	Berry Pacific Fd. US$1	£25½	+¼	40c	—	0.8	—
80p	F.P.	17/9	70	56	Borthwick (Thos.) 50p	56	......	b5.5	2.0	5.0	12.1
—	F.P.	—	£30¼	£26¼	Dentsply Int. Inc. ($1)	£26⅝	+⅛	—	—	—	—
—	F.P.	—	£31⅞	£23⅛	Esmark $US1	£27½	+⅛	Q$1.82	—	2.1	—
‡‡	F.P.	—	132	98	Tolux S.A. 11	150	......	—	—	—	—

FIXED INTEREST STOCKS

Issue Price	Amount Paid up	Latest Renunc. Date	1976 High	1976 Low	Stock	Closing Price	+ or —
£98.5	F.P.	29/10	97½	97	Eastbourne Waterworks 9% Red. Pref. '83	97	......
US$99	F.P.	—	$99	$98½	Gotaverken 8½% Notes 1985	$99	......
US$100	F.P.	—	LF99	LF98	Ind. Fund of Finland 9% Guar. Notes '86	LF99	......
KD993	F.P.	—	98KD	98KD	Korea Development Bk 8½% Guar. Bonds1979	98KD	......
‡‡£94	£10	4/3	11⅛	10½	Mid-Sussex Water 8% Red. Pref. 1981	10½	......
£97	F.P.	28/10	98¾	97	Mid-Sussex Water 10¼% Red. Deb. 1982	98½	......
—	F.P.	28/1	103½	98½	Tate & Lyle 13% 1994-99	98½	—½
✱R4.10	Nil	—	2	1	Tr-NtlCoalCp-Do-15½%Pty.Cv.UnDb1987/91	1pm	......
£99	F.P.	10/11	99¼	98	York Water 10% Red. Deb. 1984	98	—¼

"RIGHTS" OFFERS

Issue Price p**	Amount Paid up	Latest Renunc. Dates		1976 High	1976 Low	Stock	Closing Price p**	+ or —
10	F.P.	15/10	5/11	31½	26	Armstrong Equipment	31½	+½
$A1.50	Nil	5/11	—	180	118	Bank N.S. Wales	122	+2
115	F.P.	15/10	12/11	136	113	Black & Edgington	114	......
10	F.P.	27/9	12/11	11	8	Bonas Webb	8½	......
$A4	Nil	—	5/12	385	290	Broken Hill Props	300	+5
80	F.P.	22/10	12/11	58	51½	Brown (Matthew)	55	......
27	F.P.	24/9	5/11	32	28	Buckleys Brew	30	......
$A1.75	Nil	29/10	12/11	120	56	Comm. Bk. Aust	66pm	+6
R1.45	Nil	—	12/11	8½	[illegible]	Deelkraal Gold Mining	4pm	......
45	F.P.	22/10	10/12	31	26	Fairbairn Lawson	26	—½
124	Nil	1/11	17/11	3	Nil	General Accident	Nil	......
100	Nil	29/10	10/12	13	5	Howden (Alexander)	5pm	......
40	F.P.	22/10	12/11	67	47	Lonrho	47	—3
$A1.75	Nil	[illegible]	17/12	60	42	National Bank of Australasia	60pm	+5
26	F.P.	1/10	2/11	40	22	P.M.A.	24	......
20	Nil	8/10	12/11	6¾	6	Shakespeare (J.)	25pm	......
60c	Nil	5/11	—	18	3	S.A. Land & Exp.	9pm	+1
150c	Nil	—	—	4	4	Trans-Natal Coal	4pm	......
$A1.20	F.P.	18/6	—	141	85	Western Mining	102	+6
70c	F.Pd	—	—	94	47	Woodside-Burmah	80	+5

Renunciation date usually last day for dealing free of stamp duty. a Placing price to public. b Figures based on prospectus estimate. d Dividend rate paid or payable on part capital, cover based on dividend on full capital. p** Pence unless otherwise indicated. e Forecast dividend; cover based on previous year's earnings. u Figures based on prospectus or other official estimate for 1976. Q Gross. † Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividends. ** Issued by tender. ✱ Offered to holders of Ordinary shares as a "rights." ♥ 200 S.Afr. cents. † Rights by way of capitalisation. †† Tender allotment price. ◆ Reintroduced. ‡‡ Issued in connection with reorganisation, merger or take-over. ♣ Introduction. ♠ Issued to former Preference holders. ‡ Allotment letters (or fully-paid). † Provisional or partly-paid allotment letters. $ With warrants. ◆ After suspension. KD Kuwait Dinar.

Decca expects around £13.6m.

E CURRENT year at Decca d continued the trends already own by the previous year, ted Sir Edward Lewis, chairm at yesterday's annual meet- with capital goods represent- a growing proportion of the up's total turnover and profits. esults on this side should be ter and hopefully, adds the irman, group results should be nparable with the £13.6m. of 5-76.

espite a strong position in the ket for classical records and substantial contribution to fits by exports and overseas alties, "It will be difficult for records activities to equal the ellent results they achieved year."

n the market for television audio equipment in the U.K., chairman said that it was only ntly that there had been a ked improvement in sales. thermore, higher exports were cted in the second half, so ent indications were that a TV result in the first half should be offset by a profit- second.

ntion to exports on the tal goods side—which amoun- to 53 per cent. of output last —had proved very valuable further substantial orders e expected, particularly for of the more complex navi- r and radar equipment.

Tax charge is £218,976 (£184,096) and revenue available for Ordinary shareholders, £342,924 against £293,932.

Net asset value per Ordinary share at September 30 was 107.1p compared with 117p at March 31, 1976.

rust Union

tal revenue of the Trust n improved from £662,447 to ,402 in the half year ended tember 30, 1976. Pre-tax nue was up from £485,136 to 1988.

he net interim dividend is ped up from 1p to 1.1p per share—the total in 1975-76 2.2p when pre-tax revenue £945,083.

Increase for P.C. Henderson

A 60 per cent. increase from £324,000 to £517,000 in pre-tax profits is reported for the half-year to August 28, 1976, by the P. C. Henderson Group of sliding door gear, garage and industrial door manufacturers. Profits in 1975-76 totalled £1.1m.

Earnings per 10p share are 4.8p (3.1p) and the net interim dividend is lifted from 1.267p to 1.4p. The directors intend to recommend a final of 2.5p making a maximum permited total of 3.9p compared with 3.546p previously.

Mr. P. J. Gaynor, chairman, says the first-half increase is largely attributable to overhead savings, reduced interest charges and slightly improved demand in the U.K. market. Somewhat better results were also achieved in overseas companies.

There still remains scope for some increase in profits from better performances in certain products and from some overseas operations, the chairman says. Currently in the U.K., however, the construction market shows no prospect of further recovery, and raw material costs continue to escalate.

02 companies wound up

ders for the compulsory ing up of 102 companies have made by Mr. Justice Slade he High Court. They were: neral Protection Services urity), Kaycos, Charterhouse ographic Services, A. R. on, Isis Water Treatment, lo European Textiles, Edward ony, Yarglow Heating.

na Textiles, Bruceglade, t-Dennis (Air Freight Car-), Jay-Bee Car Hire, New Era iques, Barry James and Co. ords), Brian Longley Asso- s.

J. McGinty (Civil Engineer- Contractors), Cinema Instal- n and Service Company, Allied Sub-Contractors, hare, Oxford Export Com- , FKS Fibreglass Mouldings, ster and Palmer, Kaybarter. B. Morgan Construction thern), Systemair, Contract ishing Installations, Smalley borough), Magnatrol (Farn- ugh), S. and M. Fischer, Beaven.

W. Whelan and Co., shire, Gown Managers, tional and Modern Lighting, Continents Navigation Com- Wrightington Tree Com- Julienas (Restaurants), Timber Frame Systems.

kglen, Tyne Chemical Com- Brewside, A. L. Talbot ders), IPRA, Larthorn, spread, Stradbroke Estates pool).

G Property Company, New- Engineering, J. and I. on, Provincial Consultants, Buzeman Transport, Gar Wah Chinese Restaurant, Bandore Builders, Demetris and Sons, De-Fitz Plastering Company.

Sherville Contractors, Group Seven (Construction), Squires Haulage, E. D. Edwards and Sons, Riverchoice, Prizma Public Relations, Kauffman International Salons, Whitfield Builders (Brackley).

Arthur Tinkley, Fort and York, N. and G. Handbags, Prior Construction, Parry Jackman, Kensworth Roofing and Construction Specialists, Cargo Lines (U.K.), Kelly Pickett Enterprises, Sunshine Home Improvements Company, Killimer.

Fox and Beames, Fire-Seal (Linings), Joe Locke and Sons (Import and Export), J. A. Hills (Transport), Loweroak, Rayner and Turner International, B.B. Capitol Carpets (Bolton), Frobel Properties, Ragtime Boutique (Leeds), M.B.C. Engineering.

Meraklon Carpet Sales (U.K.), Mill Grafton, Grifvale Engineering, Flightpark Garages, A. E. Dance and Sons Structural Steel Erections, Bilboabridge Construction Company, G. and G. Consultants, Holborn Jewellery, J. A. O'Shea (Builders).

Peter Gulston Haulage, Menin Ductwork, Roger Secker, Townley Carriage Hire, T. and S. Vehicle Repairers, Wrights A.A. Car Hire Service, Williams Haulage (Wolverhampton), Wye Valley Swimming Pools, Paramead Builders, Museum Colour Laboratories (London).

HOPKINSONS HOLDINGS LIMITED

INTERIM REPORT

SULTS

unaudited results for the six months to 31st July are:

	1976 £000	1975 £000	Year to 31 Jan. 1976 £000
nover	16,689	11,101	26,579
p trading profit	2,228	1,059*	2,867*
rest paid	(234)	(219)	(515)
stment and other income	14	14	[illegible]
p profit before taxation	2,008	854	2,384
tion	1,035	159	885
p profit after taxation ributable to Holding mpany	973	695	1,499

rear in accordance with new accounting requirements production over- s as appropriate have been included in stock valuations and the trading ts of previous periods have been appropriately adjusted.

improved results for the first six months trading are in with my expectations and I look forward with confidence results of the second half of the year.

RIM ORDINARY DIVIDEND

Directors have decided to restore the interim dividend e Ordinary Shares to its former level of 1.225p per share year 0.75p) per share for the year to 31st January, 1977 will be paid on 9th December, 1976 to shareholders ered on 12th November, 1976. Shareholders are, however, ded that the maximum ordinary share dividend payable e full year is, under current legislation, restricted to 9p per share.

nia Works, Huddersfield
October, 1976.

Ian G. Hopkinson,
Chairman.

Gill and Duffus ahead £2.5m.

COMMODITY brokers, merchants and processors, Gill and Duffus Group have estimated profits of £10m., for the year ended December 31, 1976 compared with an actual £7.44m. last year, subject to tax of £4.75m., against £3.41m.

The estimate has been arrived at after again charging a special contribution to the group's pension fund of £250,000. The tax estimate is based on a U.K. Corporation rate of 52 per cent.

A net interim dividend of 2.6p is now declared—last year's total of 3.2p included an interim of 0.65p and a second interim of 1.625p.

If the year's profit is realised, the directors intend to recommend a final dividend, equal to 4.8p gross making the maximum permitted total.

Group external sales for six months totalled £219m. as compared with £176m. for the first half of 1975 and £322m. for the whole year. The figures reflect increased activity in the commodities in which the group trades worldwide.

In the annual statement in May, the directors predicted that the group had the makings of another successful year and this is certainly proving to be the case, it is stated.

■ comment

The dramatic increases in activity in its main commodity markets have kept **Gill and Duffus** moving rapidly ahead in the current year. First-half sales are 24 per cent. higher and the group is anticipating a 34 per cent. rise in pre-tax profits for the full year. The main growth must stem from the group's cocoa dealings, the cocoa price, after all, has risen by over 130 per cent. to £1,817 per tonne since the beginning of the year, but business in the coffee and rubber markets has also been strong. All these markets have a history of high volatility but this has probably already been taken account of in the annual forecast which puts the shares at 144p on a prospective p/e of 8.8 on a normal tax charge and a maximum yield of 6.3 per cent., where they look reasonably valued for the short term at least.

£0.27m so far from Ayrshire Metal

An advance in pre-tax profits from £203,000 to £269,000 is disclosed by **Ayrshire Metal Products** for the 24 weeks to June 18, 1976. For 1975 the figure was £302,000.

The net interim dividend is up from 0.875p to 1p. It is pointed out that the total is limited to 3.1446p, against 2.8387p in 1975.

	First half 1976 £000	 1975 £000
Turnover	3,914	*4,503
Trading profit	346	362
Depreciation	44	61
Interest charge	15	26
Redundancy	—	72
Pre-tax profit	269	203

* Includes £1.1m. for Lothian Structural Developments which has ceased to trade.

Border and Southern higher

Gross income of **Border and Southern Stockholders Trust** was up from £2.42m. to £2.72m. and net profit was £1.34m., against £1.15m., for the year to September 30, 1976.

For the first half the profit figure was up from £0.51m. to £0.58m.

Year-end earnings per 50p share are 6.66p (5.69p) and the net dividend total is 5.5p, compared with 4.8p, with a 3.75p final.

Net asset value per share was 313p, against 273.6p.

	1975-76 £	1974-75 £
Gross income	2,720,324	2,431,796
Expenses, interest	738,540	532,109
Tax	641,428	749,263
Net profit	1,340,356	1,150,424
Pref. divs.	33,075	33,075
Available Ord.	1,307,281	1,117,349
Ordinary	997,143	876,320

Midway rise by Andrew Findlay

Turnover of Andrew R. Findlay Group expanded from £4.12m. to £4.77m. in the six months to June 30, 1976 and profit was up from £206,000 to £221,000 before tax of £115,000 (£107,000).

The directors are hopeful that the improvement in earnings since relisting in 1973 will be mantained in the current year.

To reduce disparity the interim dividend s lifted from 0.5p to 0.65p net — the previous year's total was 1.547p and profits £415,486.

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends concerned are interims or finals and the sub-divisions shown below are based mainly on last year's timetable.

TO-DAY

Interims. — Abrasives International, Dunlop, English Property, Greaves Greens, Economisers, London Brick, Nineteen Twenty-Eight Investment Trust, Photax (London), William Press, Scott and Robertson, Sheepbridge Engineering, Sphere Investment Trust.

Finals—Bolton Textile Mill, British Assets Trust, Highland Electronics, Walter Lawrence, McKechnie Bros., C. H. Pearce (Contractors), Transvaal Consolidated Land and Exploration, Wood Hall Trust.

FUTURE DATES

Interims:—

Airflow Streamlines	Nov. 4
Alliance Investment	Nov. 3
Ambrose Investment Trust	Nov. [illegible]
Canadian and Foreign Invest. Tst.	Nov. 4
East Midland Allied Press	Nov. 10
Guardian Investment Trust	Nov. 4
LK Industrial Investments	Oct. 29
Lipton	Nov. 2
Whitbread	Nov. 2

Finals:—

Triceville	Nov. 11

Gen. Scottish Trust revenue forecast

The directors of General Scottish Trust announce an interim dividend of 1p net (same) and estimate pre-tax revenue up slightly from 424,000 to £433,000 for the year ending March 31, 1977.

At September 30, 1976 net asset value per 25p share was 89p, against 74p, including the investment currency premium of 13.9p (10.1p) and surrender cost 3.47p (2.52p). Asset valuation was £9.28m. (£7.85m.).

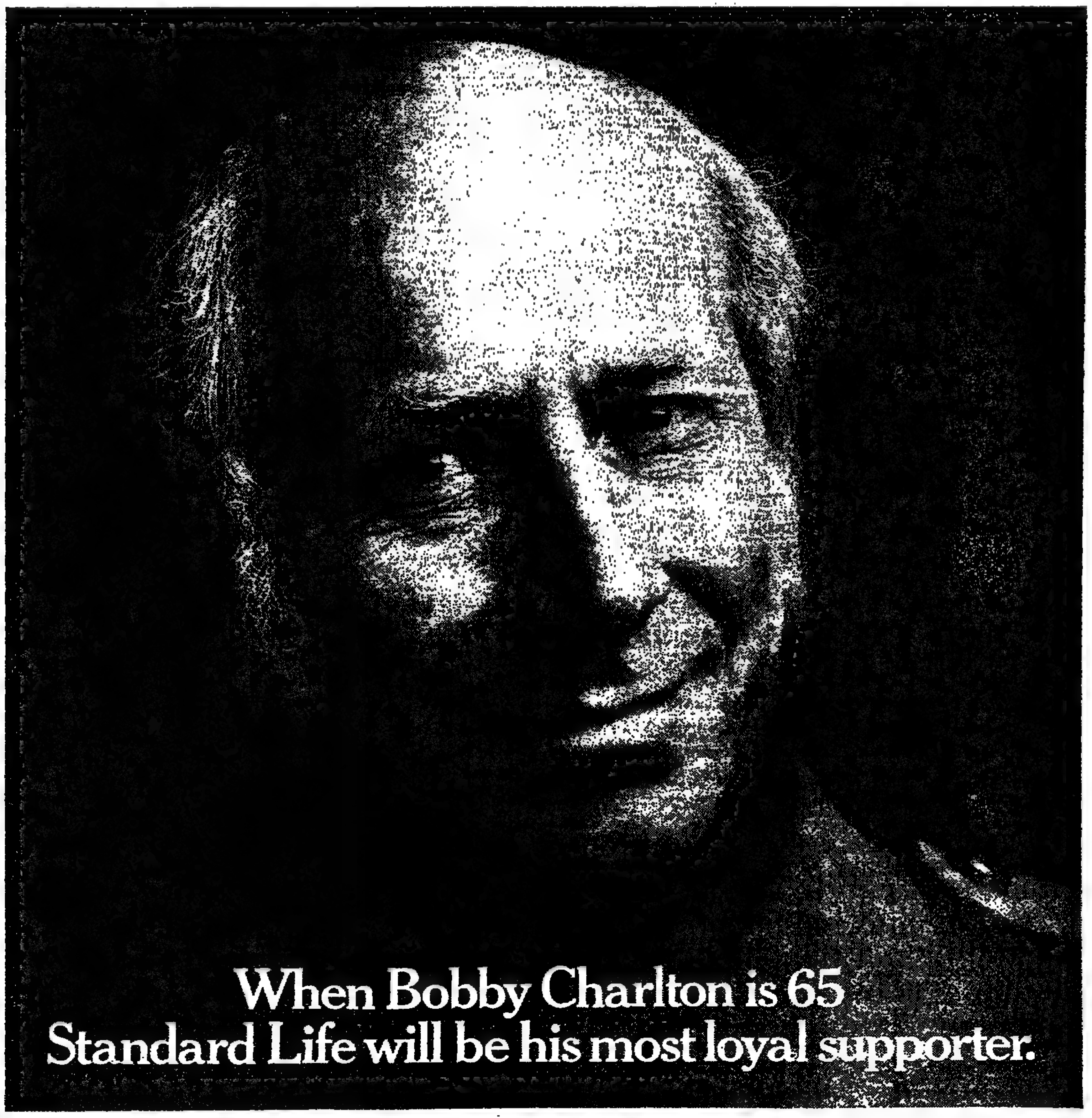
For the full year they estimate total revenue little changed at £523,000 (£523,000), management expenses up from £39,000 to £45,000 and interest down from £80,000 to £47,000.

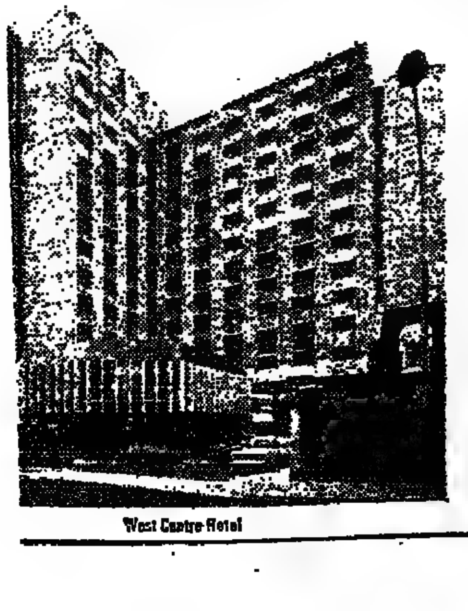
Tax will take £54,000 (£52,000) and the tax credits applicable to franked investment income, £116,000 (£113,000), leaving £263,000, against £259,000.

The interim dividend takes £87,812 (£87,233).

MEPC INTERIM

MEPC, which passed dividends in 1975, is paying an interim dividend of 0.1p to preserve the trustee status of the company. It carries no other implication, it is stated.





West Centre Hotel

INTERNATIONAL FINANCIAL AND COMPANY NEWS

Gränges dividend doubt after interim losses

BY WILLIAM DULLFORCE

STOCKHOLM, Oct. 27

GRANGES, Sweden's heavy industry group, to-day warned shareholders that a heavier operating loss than anticipated this year and unsatisfactory prospects for 1977 would "inevitably" affect this year's dividend payments.

Last year Gränges maintained a dividend of Kr.11 a share despite a collapse in pre-tax earnings from Kr.598m. to Kr.13.5m. To-day, when presenting the interim report for the *period to August 8, the managing* director, Mr. Johan Akerman, anticipated a pre-tax loss of around Kr.180m. (£26m.) for 1976.

The *net profit* is expected to work out at minus Kr.10 per share compared with Kr.6.50 last year.

Mr. Akerman blames the group's plunge into losses on *the continuing crisis in the international* steel and shipping markets, combined with a particularly unfavourable cost developments. The group's Swedish payroll costs have risen by *some Kr.400m. (or by* 40 per cent.) during 1975 and 1976, seriously impairing Gränges' ability to compete internationally, he states.

The business revival apparent in most group branches at the beginning of the year has tapered off and the management finds it impossible to estimate when the recovery trend will be renewed. The 1977 result will also be "unsatisfactory."

Under these circumstances, *Mr. Akerman warns that the group's investment rate must be* reduced and "consequences will *arise concerning the possibility* of maintaining loss-making operations."

For the past year Granges' management has been working on plans for a radical restructuring of the group.

A key element has been the talks initiated with the previous Social Democrat Government on *State participation in the group's* steel and mining companies. The outcome of these talks depends on the recommendations of the State Commission currently investigating the whole of the Swedish commercial steel industry and also on the new non-Socialist Government's attitude to State involvement.

Mr. Akerman will have his first *meeting with the new Minister of* Industry next week.

Granges Oxelösund steel work, its stainless steel plant at Nyby and its mines are expected to show an operating loss after depreciation of some Kr.165m. this year, according to the interim report. Mr. Akerman anticipates an "extensive restructuring" of the stainless steel company, whose standard products have a very low level of profitability. Discussions have already started with the Uddeholm concern over a transfer of Nyby's hot rolled stainless plate operations to Uddeholm's Degerfors plant and Granges' has production and marketing studies under way with the Fagersta company.

In the glass sector, Granges *has already formed with St.* Gobain of France and the Norwegian Christiania Glasmagasin *company, a joint holding company* covering their Scandinavian glass-making interests. The inten*tion is to concentrate the group's* operations at Granges' Scanglas *plant in Denmark, in order to* compete more effectively with Pilkington's new Swedish glassworks.

In the aluminium field, Granges' prospects are brighter. The aluminium division will show much improved earnings *this year as a result of better* prices and heavier concentration on fabricated products. This down-market development was promoted by Granges' purchase of SAPA the Scandinavian Aluminiums sections manufacturer, from Rio Tinto Zinc in June.

Grange's shipping will have a substantial deterioration in operating results this year but *the division has made significant* cash gains from the sale of eight ships.

The group interim report for the period to August 8 shows a change from pre-tax earnings of Kr.76m. in the corresponding period last year to a loss of Kr.165m. this year. Sales rose slightly from Kr. 2.9bn. to Kr.3bn. (£430m.).

Net financial charges rose from Kr.28m. to Kr.64m. The group has made a 7 per cent. bond issue of Sw.Frs.80m. on the Swiss market and a 9½ per cent. debenture issue of Kr.100m. on *the domestic market so far this* year.

Its liquid assets are expected *to be some Kr.500m. by the end* of the year compared with Kr.6.4m. at the end of 1975. Mr. *Akerman points out that it has* long been group policy to maintain a high level of liquidity and *that the figures given do not in*clude overdraft facilities and other short term financing *possibilities available.*

Lafarge forecasts rise in dividend

By David Curry

PARIS, Oct. 27.

SOCIETE LAFARGE, the parent company at the head of the world's third largest cement making group, has promised that barring unforeseen events it will raise its 1976 dividend. Group consolidated turnover will be 10 per cent. up and net income flowing to the group well over 10 per *cent. better than the previous* year.

In a letter to shareholders Mr. Oliver Lecers, the President of Société Lafarge, announced a 14 per cent. advance in first half consolidated group turnover. The second half, he warned, would be less good than the first with third quarter activity stagnat*ing in several sectors and the* final quarter feeling the effect of lower activity, price con*trols and consequently lower* margins.

The group's share in Con*solidated net profit before* extraordinary items in the first half was Frs.90.1m. against 31.3m. With *extraordinary* items the comparable figures were 76.3m. and 67.4m. respectively.

Although the French-based cement companies had a one *per cent. decline in domestic* deliveries and a 5 per cent. shortfall in export shipments, *cuts in energy consumption* and price increases last year and this lifted overall profits.

The Canadian operations were helped by the movement of the Canadian dollar against the Franc, which counter-balanced the effects of a depressed construction sector. American activities had been disappointing because of the slow growth in the southern building industry, while Brazilian activities were healthy.

Plastermaking and plaster products were sound with the latter advancing strongly: packaging *would fall short of* its 1974 peak year but it would remain respectable.

Mr. Lecers picked out the purchase of a stake in the Karlsruhe cement works of *Portland Zementwork Wossingen.* Its first participation in a Portland operation in Europe *outside France.*

He commented on the lowly share price of the company *(around 180 francs against 230* in February) lamenting the influence of general economic conditions despite the progress of the company. All sectors of Lafarge, cement and non-cement home and abroad would contribute to 1976 profits, Mr. Lecers said.

More Italian companies face wage payment problems

BY DOMINICK J. COYLE

ROME, Oct. 27.

TOP LEVEL TALKS involving the Prime Minister, the Minister for Industry and the Governor of the Bank of Italy have now taken place in an attempt to find *a short term solution to the* financial problems of Montedison's loss making textile subsidiary, Montefibre, *which has* declared that it cannot meet in full this month's wages bill.

Montefibre's decision to limit October payments for its close *on 30,000 payroll* to 40 per cent. of entitlement, with a maximum per capita upper limit of *L200,000 was reported in the* Financial Times yesterday.

Since then some other Italian companies have admitted publicly to having difficulties in meeting their wages commitments either this month or next, including Fibra e Chimica del Tirso in Sardinia, which has 2,700 employees and is associated with the state controlled ANIC group and EGAM whose product range include textiles machinery.

Montefibre workers, like most *Italian employees, should have* received their monthly pay to-day and Sig. Donat Cattin, the Indus*try Minister, said in a radio* interview "there *may* be a delay in the payment of wages and salaries, but we are doing all we can to see that they are paid within the next couple of days."

The Minister acknowledged that Montefibre was now in grave difficulties and forecast that the *company's deficit in the current* year would be in the region of L12bn. or some £85m. This follows a consolidated loss by the company of L117bn. in 1975.

Sig. Donat Cattin's discussions have included talks with Montedison's chairman Sig. Eugenio Cefis, and there are unconfirmed reports here that the Government has formed a special high level Montedison sub-committee within the Cabinet to examine what steps should be taken towards a possible reconstruction.

Montedison's shareholders are expected to meet next month to consider an increase in share capital and it will be for the Government to decide then whether IRI and ENI the two big state sector holding com*panies who are already major* Montedison shareholders, are to subscribe part of the proposed *capital increase.*

This, as the Industry Minister has conceded, places the whole Montedison problem directly into the context of the Government's plans for the restructuring of Italian industry as a whole. The Andreotti Government has already indicated that an indus*trial reconversion fund is to be* established, but as yet there has been no official indication as to which geographical areas of the country or which industrial sectors are to get priority. Perhaps of even greater importance right now, given the grave situation *of the Italian economy overall, is* the fact that there are no satisfactory indications as to how this fund is to be financed.

For the moment, anyway, Montefibre workers and their colleagues in some other companies with immediate financial difficulties (in part as a result of the Government's current tight credit squeeze) want to see *no further* than the wages they should have received to-day. Both they and their trade unions are *for the moment grasping* at Sig. Donat Cattin's promise that they will be paid in full, but with *some little delay.*

KOC group forecasts record figures

By Metin Munir

ANKARA, Oct. 25.

THE KOC group, Turkey's biggest company, to-day reported that revenue for the first half of the year amounted to $785m., a 39 per cent. increase compared *to the interim figure for last* year. Full-year sales and earnings figures this year are expected to be a record.

Consolidated income before taxes was $67.2m., an increase of 48 per cent. from $44.7m. over the first six-month period of 1975.

A KOC source attributed the rise to the "healthy growth" of the *Turkish economy*, which was expected to register an 8 per cent. growth in real terms this year and to show continuing strong consumer demand.

Strongest gains were made in the automotive division where sales of the Murat 124 (manufactured with a Fiat licence) and Anadol (using British engines) exceeded projections, the source said. This was followed by the industrial division, where production capacity increases for consumer durables.

ABN earnings to be satisfactory

BY MICHAEL VAN OS

AMSTERDAM, Oct. 27.

ALGEMENE BANK Nederland (ABN), which is floating a Fls.100m. debenture loan, said in the loan prospectus, published *here to-day, that although there* had been a number of developments influencing business this *year, the management Board con*tinued to be confident of "satisfactory" earnings for this year.

The bank, which saw net profits rise 12 per cent. in the first half of this year, said that results in the second half are being strongly influenced on the one hand by the increase in credit volume (advances) and on the other by the narrowing of the interest margin as a result of the interest rate increases on the *money market.*

This added to the recent currency unrest make it difficult *even to-day to predict how earn*ings may develop in the second half of this year, ABN adds in *to-day's prospectus.*

The bank's bond loan, whose issue price will be announced on *November 1, 1976, will carry an* interest rate of 9 per cent. while its term will be ten years. Subscriptions close in the afternoon of November 3.

ABN commented in its loan prospectus that the purpose of the float was to expand long-term capital. The reason for this was that in the past few months, there has been a "gradual acceleration in the long-term advances."

ABN added that "besides an unabated continuation of growth in the housing mortgage loans *sector, there was currently also* evidence of some increase in the supply of medium-term finance *credit to the corporate sector.*"

In the first half of this year, ABN's net profits totalled *Fls.86.8m.*, compared with Fls.75.5m. in the corresponding 1975 period. Its consolidated balance sheet total stood at Fls.53.1bn. at the end of June this year.

AMERICAN COMPANIES

American Motors warn on losses

BY STEWART FLEMING

NEW YORK, Oct. 27.

FOR THE second time in three months the shares of American Motors were to-day temporarily suspended on the New York Stock Exchange in order to give investors a chance to brace themselves for worse than expected trading results.

The news came in a speech by the chairman Mr. Roy Chapin *who forecast that the company,* fourth largest of the U.S. motor manufacturers, would post a *heavy loss in its final quarter to* September 30, and the resulting loss for the year would be "sub*stantially larger than estimates* which have appeared in the news media."

Some analysts have said that the company's fourth quarter loss would be at least $10m. with estimates ranging up to $20m.

This compared with a final quarter profit of $16m. in 1975 fourth quarter. For the whole of 1975 the company reported a loss of $27.5m. For the first nine months of 1976 fiscal year the company earned a small profit of $5m. It now seems likely that the company's fourth quarter loss will be in excess of $20m.

Mr. Chapin said that after the *first nine months* American Motors had had to take "necessary corrective action" because of slumping new car sales. The steps were designed we said, to protect liquidity and *financial resources and assure* restoration of profitability at lower car sales volume.

American Motors has traditionally been stronger in the small and compact car end of the market but with the swing back to demand for larger cars in the U.S. over the past 18 months it has been facing severe problems.

Second quarter gains at Gen. Foods

Second *quarter net earnings* per share at General Foods Corp. were 90c (74c) and net revenues *totalled $44.3m.* ($36.8m.). Sales were $1.10bn. ($948.8m.). For the six months earnings per *share were $1.98 ($1.40)* and net revenues $97.72m. ($69.79m.). Sales totalled $2.25bn. ($1.84bn.).

General Foods Corporation fiscal third quarter earnings will be well below the 87 cents a share of a year ago, but fiscal 1977's net will show a significant improvement over fiscal 1976 record $3.02 a share, chairman Mr. J. L. Ferguson said.
Reuter

ASHLAND OIL INC.

Fourth Quarter	1976 $	1975 $
Revenue	1.2bn.	1.06bn
Profits	44.3m.	38.1m
Per share	1.69	1.4
Year		
Revenue	4.34bn.	3.88bn
Profits	136m.	119.4m
Per share	5.03	4.4

GULF AND WESTERN INDS.

Fourth Quarter	1976 $	1975 $
Revenue	866.1m.	677.5m
Profits	50.01m.	36.55m
Per share	1.01	0.8
Year		
Revenue	3.39bn.	2.8bn
Profits	200.17m.	140.08m
Per share	4.26	3.3

BETHLEHEM STEEL

Third Quarter	1976 $	1975 $
Revenue	1.31bn.	1.18bn
Profits	45.5m.	36.4m
Per share	1.04	0.8
Nine Months		
Revenue	4.06bn.	3.82bn
Profits	123.3m.	166.4m
Per share	2.94	3.8

MOBIL CORPN.

Third Quarter	1976 $	1975 $
Profits	252m.	231m
Per share	2.39	2.2
Nine Months		
Profits	679m.	613m
Per share	6.53	6.0

EUROBONDS

Bullet issue of $50m. from EIB

BY TONY HAWKINS

THE EUROPEAN Investment Bank is to raise $50m. with a 5-year bullet Eurobond issue on a coupon of 7¾ per cent. Lead manager is Banque Arabe et Internationale d'Investissement (BAII) and the issue will be mainly placed with Middle East banks, though with some European participation.

Co-managers are Bank of Credit and Commerce International, Kuwait International Investment Co., National Bank of Abu Dhabi, National Commercial Bank, Qatar National Bank and Riyad Bank Ltd. The issue *is to be priced on November 8.*

Meanwhile, as a reflection of the extremely heavy demand for *the Canadian National Railway* Co. issue, the size of the offer has been raised from $75m. to *$85m. The 10-year issue at 8¾* per cent. is to be priced next week (November 2).

The $50m. Kockums Mekaniska Verkstads issue has been priced at par. The 7-year paper, guaranteed by the Kingdom of Sweden, has an average life of five years and carries an 8 per cent. coupon. The issue was said to have been very comfortably oversubscribed.

Final terms were announced yesterday for two convertible issues. The DM50m. 15-year Sekisui Prefab Homes convertible was priced at par on a coupon of 6¼ per cent. The conversion price is Y1,159 giving a conversion premium of 7.3 per cent.

The Sanyo Electric Company $30m. 6¾ per cent. 15-year con*vertible bonds were also priced* at par. The conversion price is Y239 which means a conversion *premium of 8.13 per cent.* The conversion exchange rate has been set at Y293.55 to the dollar.

In first-time trading, the Sanyo convertibles disappointed. They opened around 98-99, sinking to 98¼-97¼ before closing rather firmer at 97¼-98¼.

In moderate turnover, dollar bonds were inclined better showing gains of around ¼, but U.K. *names were decidedly nervous.* Quebec Hydro continued to trade at 99-99¼. Dealers noted a con*tinuing strong demand for good* quality paper amid speculation of a further reduction in U.S. interest rates. In particular, dealers said that the market was seeking first-class paper.

SELECTED EURODOLLAR BOND PRICES
MID-DAY INDICATIONS

STRAIGHTS	Bid	Offer
Alcan 9½pc 1985	103	104½
Australia 8¾pc 1991	99	99½
Bowater 9½pc 1985	103½	104½
Caisse National Autoroute 9¼pc 1991	100	100½
C.N.E. 9¾pc 1981	101½	102
Denmark 8¾pc 1984	98½	99½
E.C.S. 9¾pc 1980	102	102½
E.I.B. 8¾pc 1985	99	99½
Gran 9¼pc 1983	103½	104
Esso 8pc 1986 Nov	102	102½
Eurofima 9¼pc 1989	101½	102½
Granges 9¾pc 1983	103	103½
I.S.E. Canada 9¼pc 1986	104½	105
Massey Ferguson 9¼pc 1991	104½	105
Michelin 9¾pc 1983	102	102½
Modo 9pc 1986	99	99½
Nat Westminster 9pc 1986	99½	100½
Newfoundland 9¼pc 1989	100½	101½
Norpipe *8¾pc 1989*	102	102½
Norsk Hydro 9pc 1991	100½	101
Oslo 9pc 1988	101½	102½
Prov Quebec 9pc 1984	103	103½
Quebec Hydro 8¾pc 1986	98	99½
Sandvik 9½pc 1980	102	102½
Prov Saskatchewan 8¾pc 1986	100½	101½
Standard Oil (Ind.) 8¾pc 1985	103½	104½
Svenska Hand'ls 9¾pc 1986	[illegible]	104½
Volvo 9¾pc 1985	103½	104½
NOTES		
Australia 8¾pc 1983	101½	102½
Bank of Tokyo 8¾pc 1981	102	102½
British Gas 9pc 1981	101½	102½
Denmark Mort Bk 9pc 81	101½	102
E.C.S. 8¾pc 1981	102½	103
E.E.C. 8¾pc 1981	100½	101½
Michelin 8¾pc 1983	101	101½
Montreal Urban 8¾pc 1981	100½	101½
Nacional Financiera 10pc 1981	102½	103½
National Coal Board 8¾pc 1981	100½	101
New Brunswick Prov. 8¾pc 1983	102½	103½
Seagram 9pc 1983	104½	105½

Source: White Weld Securities, London

CONVERTIBLES		
American Express 4¼pc '87	81½	83½
Ashland 5pc 1988	92½	94½
Beatrice Foods 4¼pc 1992	99	101
Beatrice Foods 4½pc 1992	111	113
Borden 5pc 1992	112	114
Broadway Hale 4½pc 1987	79	81
Canon Camera 7¼pc 1989	132	—
Carnation 4pc 1987	81	83
Chevron 5pc 1988	111	113
Dart 4¾pc 1987	88	90
Eastman Kodak 4½pc 1988	101	103
Economic Labs 4½pc 1987	78	80
Fed. Dept. Stores 4½pc 85	109	111
Firestone 5pc 1988	80½	82½
Ford 6pc 1986	91	93
Ford 5pc 1988	81	83
General Electric 4¼pc 1987	81	83
Gillette 4¾pc 1987	77	79
Gould 5pc 1987	98	100
Gulf and Western 5pc 1988	89	91
Harris 5pc 1992	93	95
Honeywell 6pc 1986	82	84
ITT 4½pc 1987	78	80
Komatsu 7½pc 1990	102½	104
J. Ray McDermott 4¾pc '87	132	134
Mitsubishi Elec. 7¼pc 1991	104½	105½
Mitsui 7¼pc 1990	102½	104
J. P. Morgan 4¾pc 1987	110	112
Nabisco 5½pc 1988	93	95
Owens Illinois 4½pc 1987	107½	109½
J. C. Penney 4¼pc 1987	81	83
Pioneer 6¼pc 1989	172	—
Raymond 8¾pc 1989	104½	105½
Revlon 4¾pc 1987	108½	110½
Reynolds Metals 5pc 1988	86	88
Sperry Rand 4¾pc 1987	93	95
Squibb 4¾pc 1987	78	80
Texaco 4¾pc 1988	79½	80½
Toshiba 6¼pc 1990	101½	103½
Union Carbide 4¾pc 1982	108	110
Warner Lambert 4¼pc 1987	83½	85½
Warner Lambert 4¾pc 1988	81	83
Xerox 5pc 1988	77½	79½

Source: Kidder Peabody Securities

ARTY LISTING

Reservations over a new growth stock

BY HENRY SCOTT STOKES IN PARIS

R MANY years French retail- was dominated by a myriad small *shops*—and the odd partment store. Since the late 0s and the flourishing of the er., marches, only an asional newcomer has broken ough from the ranks of the all men to compete with the . Possibly the best known of se new arrivals is Darty, the ding electrical goods chain. e aggressive advertising — *d us a cheaper line and we'll* you your money back"— emphasis on after-sales — l us before 10 a.m. and we repair your TV set to-day" ust have been beaten into average Parisian subconus by now. On Tuesday ty, which is named after its nding family of Polish igrants, was introduced on Paris bourse and a new issue de.

has opened up the whole of France to it as well—even if it may be difficult for investors in more mature markets, like the U.K., to ignore the problems their own retailers have encountered when expanding from a tight geographical base.

The formula? The president of the company, Bernard Darty, 46, has been interminably repeating himself for the benefit of journalists. In 1957 the Darty *family—there* are two other brothers in the business—bought control of a shop selling TV sets *next to their own little clothing* firm (a single shop) in the Porte de Montreuil part of Paris, a bustling, lower middle class area. The Dartys *wanted to sell* clothing next door as well, but the municipality refused permission; willy nilly they found themselves selling TVs. By *dint* of turning the sets outward and *facing* the pavement, instead of *looking inwards*, as *the previous* owner had had them, they cleared his old stock in two days. "We have never looked back since then," claims M. Darty.

The Darty system has plainly had a great deal more to it than that. Basically, the brothers are good salesmen; in the mid-1960s having established a flourishing, still tiny business, they adopted "American" methods following a trip to the U.S. by Bernard Darty. These methods, copied from a firm rejoicing in the name "Kennedy and Cohen" amounted to orthodox, minute, stock control with the aid of a rapidly installed computer, the cutting of prices (if not always to the point where there was no-one cheaper), and the spreading out of Darty into a chain—a policy adopted in 1967. It does not sound so revolutionary; but in France, where retail methods have lagged behind the U.K., it was a little special. "American" ways give the Dartys a small competitive edge; and the foundation was laid for their big expansion of the early 1970s. Turnover went up six times from under Frs. 100m. at the beginning of this decade.

Meanwhile the business has been generating enough cash to cover investments. With a net margin of 4.5 per cent. before tax on sales, long term debts have been "held down" to the point where they account for 8.5 per cent. of turnover. With investments running at Frs.35.9m. last year, self financing came to Frs.40.3m. with the benefit of certain allowances. Thus, Darty management claims, the company's present French market share of 4 per cent. should be smoothly expanded, largely from own resources, to the point where 10 per cent. is within Darty hands. There is a bustling air amongst the smooth talking, maroon jacketed salesmen in their stores which suggests that their commissions, too, are good.

Why then the hesitations over Darty? The first doubt is just that the French economy, and the Bourse with it, is faltering; even the most dynamic of companies cannot leap ahead in a shrinking environment. Secondly, while the company may be completely sound, the price set on its stock at the listing this week, looks high. The prospective multiple compares with lower figures given by the bourse for such stocks as Carrefour, a leading store, whose multiple has fallen below 13. Another factor is that many listings on the Paris bourse in the past few years have been semi-disastrous: "Darty is not going to be SEB an a 'Reti,'" say H. Leven, comparing the company with two stocks which had sunk, *respectively by 37 per cent.* and by 61 per cent. by mid October from their issue prices last year. Darty should avoid that kind of horrid plunge, but it may be hard work to stabilise the share above Frs.300.

Strong backing

he listing—first reports show as been painless. On Tuesday third of 348,000 shares on r at a minimum price of 300 were placed, according to H. Leven and the stock inued to hover at just over 300 to-day with a mild ard tendency. This was no t surprise given Darty's g backing: apart from the *y family* the two big shareers are Paribas, the leading cial group, and one of the or French insurance comies, Union des Assurances de s (UAP).

at will the price hold up? y's turnover in the last full to February was Frs.653m. gainst Frs.407m. in the pres year. Consolidated net its were Frs.29.5m. for the -76 year compared with 22.3m. in 1974-75. On its last year Darty *comes* out with earnings multiple of 16.3 s, a figure which drops to times on prospective earnfor this year. The company's rd of expansion is almost onesque; and it plans to go *rowing fast. Having last year* n over Odiovox with six es and created a subsidiary e Lyons area—giving Darty 25 stores in all — it now s to open another half dozen s a year from 1977. Thus *e Darty has hitherto con*rated on the Paris area, its essful formula, in a retail ness running the gamut refrigerators to colour TVs.

Competition

Not that the issue is a simple one. Such items as stereos and colour TVs are selling extremely well in France; sales of hi-fi for instance increased at 30 per cent. annually right through the mid 1970 recession. Darty is well placed to take advantage of the tardy interest in France in consumer items which have sold far *better in neighbouring countries;* colour TV sales are at record levels here, for example, and stand to go on rising for the rest of the 1970s. On the other hand, the competition is increasing; such newcomers as King Musique *are undercutting prices in the* stereo field.

Meanwhile Darty management could have difficulty in keeping the rigorous control for which it is known, once the company is spread-eagled over France. Over the next few months the bourse will be watching this newcomer. If the price holds up the Darty family and Paribas will doubtless be pleased.

New fund launched by Nordinvest Hamburg

By Christopher Hill

NORDINVEST Hamburg has launched a new fund, Japan-Pazifik-Fonds with the emphasis on Japanese Securities although the fund can also invest in Australia and the U.S. The fund is primarily a growth fund with a small annual dividend, but has powers to go 50 per cent. liquid and invest in bonds.

Nordinvest is a wholly owned subsidiary of Vereins und Westbank A.G., Hamburg —which is the depositing bank and trustee for the new fund— and this is believed to be the first time that a German bank has launched a Japanese orientated fund without the support of a Japanese securities house. The investment adviser, to the fund is GT Management (Asia) which is a subsidiary of G.T. Management of London. GT operates a Hong Kong office and has specialised in Far East funds, including the Berry Pacific Fund. Members of the investment advisory Board include Thomas Shoch, a partner in *Cazenove and Co.*

Ownership of the fund is in bearer certificates and it is denominated in Deutsche marks. It is thought that some German insurance companies will invest plus some international investors including Swiss banks. It is also possible for U.K. institutions to invest in Japan via the dollar premium and German subsidiaries of U.K. companies can invest without paying the premium. In this context it is possible that British insurance companies with German subsidiaries might find the fund attractive.

Rentvalor 75 with good first year

By John Wicks

ZURICH, Oct. 27

THE INTERNATIONAL bond investment fund Rentvalor 75, which is administered by the Banca della Gottardo subsidiary Gestivalor, of Lugano, has announced a successful first year of business. By the end of the financial period on September 30, the fund had put 383,387 certificates into circulation and built up a total of Sw.Fr.40.49m. From net profits of Sw.Fr.2.57m., Rentvalor 75 is to pay a dividend of Sw.Fr.6.63 per certificate.

Together with the Rentvalor fund of the same company, total portfolio value exceeds Sw.Fr.100m.

Hutchison, Wheelock advisers meet

HONG KONG, Oct. 27.

FINANCIAL advisers to *Hutchison International* and Wheelock Marden are holding their first formal meeting to-day to discuss possible terms for a merger between the two companies, a Hutchison spokesman told Reuters.

The spokesman was answering written questions put to Hutchison chief executive Mr. Bill Wyllie.

Asked whether a possible bid for Wheelock could involve a further large share issue by Hutchison or necessitate raising finance for a cash bid, the spokesman said he could not comment on the possible mechanics of a bid.

However, the spokesman said, "work we have done to date *satisfies us that a bid is feasible* and in fundamental terms can be demonstrated to be fully supportable and in Hutchison's overall interests."

He quoted Mr. Wyllie as saying "our proposal is a serious one and I am confident that if we decide to bid for Wheelock Marden we will be doing so with the knowledge that the merger could succeed and that our proposal is soundly based and would be logical for both our own and Wheelock's shareholders."

The spokesman said although Hutchison had not made any previous approach to Wheelock on a possible merger, it had been considering the situation since July and its announcement that it would seek discussions with *the company on merger terms* was precipitated by Hong Kong Land's announcement it was holding talks with Wheelock.

However, there has been no discussion of the situation between Hutchison and Hong Kong Land, he said.

He said Hutchison did not believe there had been any private agreement reached between two major shareholders of Wheelock the company's chairman, Mr. John Marden, and another director, Mr. John Cheung—on the sale of their shares to Hong Kong Land, and that they were not likely to dispose of the holdings without prior consultation with Wheelock's financial advisers.

The spokesman said it was too early to *determine whether* Hutchison might want to sell off certain interests of the Wheelock group in the event of a merger going through.

He quoted Mr. Wyllie as saying there was "considerable synergy between the two companies and their various similar interests."

Asked whether the reconstruction of Hutchison itself had proceeded far enough to enable it to consider an operation on the scale of a merger with Wheelock he said "we can say with confidence that we can absorb Wheelock without indigestion."

uHtchison was now operating on a sound basis and going from strength to strength, he said.

Reuter

Haw Par rationalise Mandarin

BY OUR OWN CORRESPONDENT

SINGAPORE, Oct. 27.

HAW PAR Brothers International has decided to cease operations at its Hong Kong-based wholly owned subsidiary Mandarin Textiles.

Mandarin Textiles, manufacturer and retailer of high fashion garments, was until ceasing operations, Haw Par's biggest textile subsidiary. It held the *franchise* for the collection of the leading French coutourier, Pierre Balmain, for a number of countries including Britain the U.S. and Asia, and was at one stage a large contributor to Haw Par's earnings.

However, in 1975 the company began to run into the red as a result of the slump in the textile industry. Market sources believe that Haw Par's decision to stop Mandarin's operations is a loss-elimination exercise and as such part of its reorganisation plans to nurse the group back to health.

Only earlier this week, Haw Par announced the disposal of a *wholly owned property* development company in Hong Kong.

According to market sources, most if not all of Mandarin's staff are believed to have already been dismissed. The company, however, still owns an industrial building in Kowloon, Hong Kong. Part of this building has been leased out and Haw Par is believed to be considering using Mandarin's facilities for contract manufacturing for the garment industry.

Mandarin Textiles also has a 51 per cent. interest in an American joint venture with Andrew Arkin, known as Arkin Collections. Arkin Collections has been incurring substantial losses, and Haw Par is now believed to be negotiating with its American partner over the future of the company.

Mandarin Textiles became a Haw Par subsidiary in 1974 when Haw *Par acquired Mandarin's* parent, Slater Walker Securities Hong Kong. The company was acquired by Slater Walker Securities, Hong Kong, in 1972.

Komatsu Forklift in $10m. placing

KOMATSU Forklift Company is to raise nearly $10m. through the issue of 4½m. ordinary Y50 shares by private placing. The shares will be taken up by Nikko Securities (Europe), J. Henry Schroder Wagg and Merrill Lynch International.

Terms of the issue are to be fixed on November 5 and the price is expected to show a discount from the closing price on the Tokyo Stock Exchange. The new shares will be represented by continental depositary receipts denominated in 1,000 shares for which a Luxembourg Stock Exchange listing is being sought.

As a result of this equity issue, Komatsu Limited's share holding in Komatsu Forklift will fall from 50.4 per cent. to less than 50 per cent.

Komatsu Forklift is one of Japan's leading manufacturers of forklift trucks and shovel loaders. Its share of the Japanese domestic market, in terms of unit shipments, is believed to be between 25 and 30 per cent. for petrol and diesel powered fork lift trucks.

S. African profits hold up well

BY RICHARD ROLFE

JOHANNESBURG, Oct. 27.

RESULTS gradually filtering in from South African companies with August and September year-ends indicate that profits continue to hold up well, although this latest accounting period has been affected by the official anti-inflation manifesto, which allows companies to pass on only *70 per cent. of cost* increases, and by the deepening economic recession.

This could augur well for some of the groups such as Barlows and SA Breweries, whose figures are due before long, but *the message has so far* been lost on the market, where the Rand Daily Mail 100 index continues to drift and, at 177.4 is within a whisker of its August 29 low point of 177.1.

Despite lower foreign sugar *prices. Crookes Brothers, one of* the smaller producers, reports only a small drop in profits for the six months to September with the net level down from R0.61m. to R0.6m. Aiding this performance, sugar output is up *from 143,000 tons last season to* an estimated 170,000, but even so, profits before tax from sugar will be down R0.2m. at R0.38m. in the half year.

But investment income from the group's portfolio will be up *R0.1m. at R0.38m. and with a* lower tax charge, earnings work out just 0.5c down at 24c. The interim dividend has been raised 1.5c to 7.5c, implying an increase on last year's total of 26c to about 29c, in which case the *shares at 280c yield a prospec*tive 10.4 per cent.

Unidev, in which the Unisec investment group is the biggest shareholder with 44 per cent., reports a sharp rise in turnover from R17.8m to R21.8m for the *six months to end-August.* The company's business is divided between property management and contracting activities, with gross rents accounting for R5.7m. of turnover (up from R4.9m.) and contracting for *R15.9m. (R12.8m.). Total taxed* income works out at R1.6m., up from R1.1m., with rent contributing R1m. and contracting the balance, but it is not clear at what point profits are struck on the latter side.

The Board says it regards the results as "pleasing when viewed against the current economic background," and predicts a further rise in gross rents to R11.5m for the full year. It says the civil engineering building and steel reinforcement subsidiaries have a reasonable order book.

VONTOBEL EUROBOND INDICES

14.5.76 = 100%

PRICE INDEX	19.10 76	26 10 76	AVERAGE YIELD	19 10 76	26 10.76
DM Bonds	100 99	101 43	DM Bonds	7.878	7 809
HFL-Bonds & Notes	94 11	96 23	HFL-Bonds & Notes	10 001	9.487
U S $ Strg Bonds	101.40	101 45	U S $ Strg Bonds	8.606	8.60b

WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES

Quiet but firm in early trading

3Y OUR WALL STREET CORRESPONDENT

NEW YORK, Oct. 27.

FIRM TREND prevailed on Wall treet to-day, although prices ere below the best with turnver relatively light, indicating at many investors have taken the sidelines to await the outme of the U.S. Presidential lection next Tuesday.

At 1 p.m. the Dow Jones Inustrial Average was up another 75 at 945.89, after opening 3.41 igher at 951.55. The NYSE All ommon Index put on 2 cents to 53.99, while rises led falls by six-to-four margin. Trading olume decreased 540,000 shares 8.46m., compared with 1 p.m. esterday.

Closing prices and market reports were not available for this edition.

Some investors appeared to be uying selected issues in anticipaon of an improved market folwing the November 2 election attle between President Ford and mmy Carter.

However, the uncertainty of the outcome of the Election and the failure of the candidates to spell out economic policies for the next Administration inhibited many investors.

Selected issues responded to Corporate news.

Universal Leaf, a takeover candidate, rose $1¼ to $29⅞ after a delayed opening. Congoleum, unchanged at $13⅞, said it plans to tender for Universal Leaf shares at $32.50 each.

General Foods dipped $⅛ to $33⅞ — it reported higher second quarter earnings, but predicted lower profits for the third quarter.

McDonald's slipped $⅛ to $51, despite improved earnings.

Royal Industries, among the volume leaders eased $⅛ to $9⅞.

Bethlehem Steel were unchanged at $37⅞, while Gulf and Western Industries lost $¼ to $15⅞ — each reported higher earnings.

THE AMERICAN SE Market Value Index rose 0.05 to 98.23, while the trading volume decreased 20,000 shares to 940,000 shares, compared with 1 p.m. yesterday.

UESDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
oyal Industries	296,500	10	−⅜
ulf Western	246,700	15⅞	+⅛
mer. Tel and Tel	237,100	59⅛	+⅛
exas Utilities	176,900	19⅛	+⅛
illette	172,800	25	−⅛
tlantic Richfield	171,200	54⅛	−⅛
ritish Petroleum	162,500	10⅞	+⅛
ontinental Oil	157,500	34⅝	+1⅛
ulf W. Ind. Wt.	157,400	3	−⅛
bbott Laboratories	152,000	53⅞	−⅛

OTHER MARKETS

Canada up again

Canadian Stock Markets gained further ground in light trading yesterday morning.

The *Industrial Share Index* rose 0.45 to 176.04, Golds 2.74 to 246.87, Base Metals 0.92 to 79.67, Banks 2.06 to 239.92 and Papers 0.38 to 111.58. But Western Oils eased 0.02 to 200.81 and Utilities shed 0.24 to 142.38.

Falconbridge Nickel put on $1½ to $36½; **Cominco** also gained $¼ to $36½. **Noranda** were up $⅜ at $33⅞ and **Inco** firmed $¼ to $31½.

Moore advanced $½ to $32 and **Macmillan Bloedel** were up $⅝ at $22¼.

PARIS—Slightly firmer, attributed to technical factors. Neither the continued weakness of the French franc nor the rise in Call Money had any impact.

Banks, however, were generally weaker despite an advance by *CIC Investments*. Foodstuffs and Motors were mainly firmer. Beghinsay eased Frs.0.2 on its lower first half year profits.

Constructions were higher, although **Ciments Francais** eased. **Kleber Colombes** put on nearly 2 per cent., despite an increased first half loss of Frs.26.5m. (Frs.14.4m.).

Americans, Germans and Gold Mines were slightly higher, while Canadians, Oils and Coppers were mixed.

AMSTERDAM — Narrowly mixed.

Banks, Insurances and Transportations mostly gained ground. Dutch Industrials were narrowly mixed.

KLM rose Fls.2.5 to 119.5 ahead of its second quarter figures, due to-day. Fokker, Hal and Insurances were other leaders to rise. Stevin advanced on its 1977 profit rise forecast.

State Loans eased.

BRUSSELS—Mixed to higher after moderate trading.

Steels were irregular. In mostly higher non-Ferrous Metals, Asturienne gained Frs.40 to 1,036.

Chemicals were mixed, while Holdings, Electricals and Utilities were little changed.

U.S. stocks rose, South African Gold Mines firmed. Germans were steady, French issues were lower and Dutch shares eased.

GERMANY—Prices continued to recover from the 1976 lowpoint that they had reached on Monday. But the close was below the best.

Demand for Public Sector Bonds was strong.

SWITZERLAND—Slightly higher in moderate trading.

In steady Insurances, **Swiss Reinsurance Registered** rose Frs.40 to Frs.2,260 and **Winterthur Insurance** non-voting Frs.15 to Frs.1,285.

Chemicals were mixed. **Sandoz** non-voting put on Frs.50 to Frs.3,700.

Industrials and Financials were slightly higher.

Dollar stocks were firm, while German and Dutch issues were steady.

COPENHAGEN—Sharply lower in fair dealings.

OSLO—Banks were firm, Insurances and Shippings quiet, while Industrials were steadier.

MILAN—Prices rose about 1 per cent., following support interventions and some speculative demand in normal trading.

Bonds were quietly mixed.

VIENNA—Generally easier, led by Breweries. Leading Industrials drifted lower.

TOKYO—Higher in active trading, with selective buying spread over most sections. Volume 210m. (150m.) shares.

Blue Chips led the rise. **Matsushita Communications** added Y50 at 1,460 and **Sony** Y30 at 2,500.

Foods, Pharmaceuticals, Glasses, Machinery, Heavy Electric Machineries, Cameras and Printings all firmed.

HONG KONG—Mixed in slow trading.

Hong Kong Bank were down 10 cents to $HK17.80, **Hutchison** 2.5 cents to 3.175, **Swire Pacific "A"** 5 cents to 5.85, **China Light** 30 cents to 24.60 and **Hong Kong and Kowloon Wharf** 10 cents to 15.10.

JOHANNESBURG—Gold shares moved slightly off the top of overseas bullion indications and ahead of the IMF gold auction.

Financial Minings were basically firmer in quiet trading.

Coppers were neglected, with prices generally easier, but *Platinums firmed. Other Minerals* were mixed.

AUSTRALIA—Modest recovery on Corporate news and other developments, including news of the Cultus Pacific uranium assays and strong indications of export approval for Longbeach's ferruginous manganese ore.

Fears of another crude oil price rise aided Energy stocks, with **Utah** rising 10 cents to $A4 and **Woodside-Burmah** 4 cents to $A1.16.

Among Uraniums, **Queensland Mines** rose 13 cents to $A1.98, **Ocean Resources** 5 cents to 30 cents, **Pancontinental** were up 30 cents to $A8, after $A8.80.

Western Mining put on 10 cents to $A1.53 and **BHP** 16 cents to $A7.0.

£ at new low

Sterling fell to its worst ever *closing level against* the U.S. dollar in the foreign exchange market yesterday, at $1.5750-1.5775. The market had been fairly steady over most of the day but news that the Labour Party National Executive had passed a resolution *opposing Government spending* cuts led to a sharp decline in late trading. The pound's trade-weighted depreciation since the Washington Currency Agreement, as calculated by the Bank of England, also widened to a worst ever level of 48.1 per cent. at the close, compared with the previous 47.1 *per cent.* Trading was very nervous throughout but the fall in late business was in a very thin market, and dealing spreads were widened accordingly.

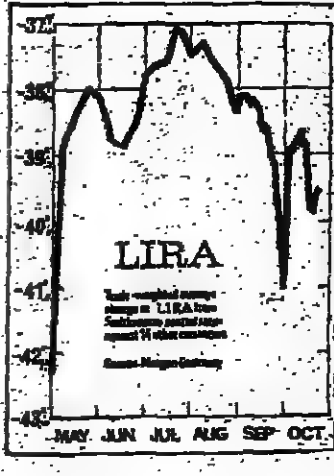
The pound opened at $1.5850 and touched $1.60 at lunch. During *the afternoon* rates ranged between $1.59 and $1.5950, before the Labour NEC resolution pushed sterling down to a low point of $1.5700-1.5725 about 30 minutes before the close of trading in London.

The trade-weighted depreciation stood at 47.5 per cent. at noon and 47.8 per cent. in early dealings.

Forward sterling was also weak and discounts against the U.S. dollar widened sharply. The three-*month pound finished* at 6.22 cents discount, against 5.88 cents discount previously.

The dollar's trade-weighted depreciation since the Washington *Agreement, as calculated* by Morgan Guaranty narrowed very [illegible]htly to 2.38 per cent. from 2.39 per cent.

Gold gained $¾ to $117¼-118¼ after touching a high point of $119 during the morning. The market was fairly steady ahead of the gold auction by the International Monetary Fund.



GOLD MARKET

	Oct. 27	Oct. 26
Gold Bullion (a fine ounce)		
Close	$117¼-118¼	$117¼-118
Opening	$117¾-118¼	$116¾-117
Morning fixing	$117.65 (£73.775)	$117.15 (£73.840)
Afternoon fixing	$117.85 (£74.026)	$117.45 (£73.292)
Gold Coins domestically		
Krugerrand	$121-123 (£76¾-77¼)	$120-122 (£75¾-76¾)
New Sov'r'gns	$43-45 (£27¼-28¼)	[illegible] (£26¾-27¾)
Old Sov'r'gns	$40½-42½ (£25½-26½)	$40-42 (£25½-26½)
Gold Coins internationally		
Krugerrand	$121-123 (£76½-77½)	$120½-122½ (£75½-76½)
New Sov'r'gns	$43-45 (£27½-28½)	$43½-44½ (£26¾-27¾)
Old Sov'r'gns	$38½-40½ (£24½-25½)	$37½-39½ (£23½-24½)
$20 Eagles	$198½-201½	$199-201
$10 Eagles	$105-108	$105-109
$5 Eagles	$72-75	$70-73

FOREIGN EXCHANGES

Oct 27 1976	Bank Rate %	Market Rates Day's Spread	Close
New York	5¼	1.5700-1.6000	1.57¼-1.57¾
Montreal	5¼	1.5240-1.5495	1.5325-1.5355
Amsterdam	7	3.98-4.06	3.98-3.99
Brussels	9	57.30-58.20	57.30-58.20
Copenhagen	11	9.25-9.45	9.26½-9.27½
Frankfurt	3½	3.77-3.85	3.77¾-3.78¾
Lisbon	6½	48.50-49.50	49.50-49.75
Madrid	7	107.25-109.50	108.50-107.75
Milan	15	1,390-1,390	1,369-1,385
Oslo	9	8.51-8.65	8.51½-8.52½
Paris	10½	7.88-8.01	7.88½-7.89½
Stockholm	8	6.86-6.75	6.86-6.87
Tokyo	6½	461-476	461-464
Vienna	4	26.75-27.35	26.80-27.10
Zurich	2	3.85-3.91	3.85-3.86

*Basic discount. Rates given are for convertible francs. Financial franc 58.00-58.10.

SPECIAL DRAWING RIGHTS RATES

One SDR is equal to	Oct. 26	Oct. 25
Sterling	0.721746	0.699448
U.S. dollar	1.15335	1.15346
Belgian franc	42.6666	42.9649
Deutschemark	2.77900	2.79852
French franc	5.77108	5.74536
Italian lira	996.552	1001.52
Japanese yen	338.739	337.964
Dutch guilder	2.92951	2.94248
Swedish krona	4.88386	4.92643
Swiss franc	2.81256	2.82505

Values are for currencies against the SDR as calculated by the International Monetary Fund in Washington.

OTHER MARKETS

			Notes Rates
◆Argen'na	222.53-222.55	Argentina	375-475
Australia	1.2877-1.3005	Austria	26½-[illegible]
Brazil	18.28-18.49	Belgium	58-61
Finland	6.08-6.18	Brazil	21-23
Greece	58.870-60.182	Canada	1.54-1.58
Hong Kong	7.620-7.95	Denmark	9.20-9.45
Iran	111-114	France	7.80-8.0
Kuwait	0.455-0.460	Germany	3.7-3.80
Luxembourg	57.81-58.20	Greece	55-61
Malaysia	3.990-4.015	Italy	1,365-1,450
N. Zealand	1.647-1.6614	Japan	460-480
Saudi Arabia	5.58-5.65	Netherlands	4.0-4.10
Singapore	3.875-3.90	Norway	8.48-8.57
S. Africa	1.3675-1.3676	Portugal	50-54
U.S.	—	Spain	107-111
Canada	—	Switz'land	3.80-4.0
U.S.$	—	U.S.	1.57½-1.58½
[illegible] cents	102.90-102.93	Yugoslavia	[illegible]

* Basic discount. † Given rates are for dealers. ◆ Rate given is official rate: HCRA rate 395.99-396.18.

EXCHANGE CROSS-RATES

Oct. 27	Frankfurt	New York	Paris	Brussels	London	A'merdam	Zurich
Frankfurt	—	[illegible]	47.99-48.06	[illegible]	3.81-3.82	[illegible]	[illegible]
N. York	[illegible]	—	[illegible]	[illegible]	1.5820-40	[illegible]	[illegible]
Paris	[illegible]	[illegible]	—	[illegible]	7.98-8.015	[illegible]	[illegible]
Brussels	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]
London	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]
Am'rd'm	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
Zurich	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—

U.S.$ in Montreal: U.S.$ = 97.12-97.14 Canadian cents.
Canadian $ in New York: C$ = 102.95-97 U.S. cents. U.S.$ in Milan 863.50-864.50.
Sterling in Milan L.[illegible]-1,360.75

EURO-CURRENCY INTEREST RATES*

Oct. 27, 1976	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	W. German mark	Swiss franc
†Short term	14½-15½	4¾-5	[illegible]	[illegible]	[illegible]	[illegible]
7 days notice	17¼-18¼	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Month	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Three months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Six months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
One year	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Euro-French deposit rates: two-day 11½-11¾ per cent.; seven-day 11½-11¾ per cent.; one-month 11½-11¾ per cent.; three-month 12-12½ per cent.; six-month 12½-12¾ per cent.; one year 12½-12¾ per cent.

Longer-term Eurodollar deposits: two years 7-7½ per cent.; three years 7½-7¾ per cent.; four years 8-8¼ per cent.; five years 8¼-8½ per cent.

The following rates were quoted for London dollar certificates of deposit: one month 4¾-4⅞ per cent.; three-month 5⁵⁄₁₆-5⁷⁄₁₆ per cent.; six-month 5⁹⁄₁₆-5¹¹⁄₁₆ per cent.; one year 5¹³⁄₁₆-6¹⁄₁₆ per cent.

* Rates are nominal closing rates.

† Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two days' notice for guilders and Swiss francs.

FORWARD RATES

	One Month	Three month
New York	2.57-2.27 c. pm	6.27-6.17 c. pm
Montreal	1.75-1.65 c. pm	5.55-4.65 c. pm
Amsterdam	4¼-3¼ c. pm	12-11 c. pm
Brussels	30-10 c. pm	90-70 c. pm
Cop'nhg'n	1½ ore pm-¼ ore dis	2½-1½ ore pm
Frankfurt	3½-2½ pf. pm	10-9 pf. pm
Lisbon	5-40 c. dis	30-80 c. dis
Madrid	425-595 c. dis	450-800 c. dis
Milan	2-17 lire dis	32-52 lire dis
Oslo	3-5 ore pm	1-15 ore pm
Paris	7-5 c. pm	17½-16½ c. pm
Stockh'lm	3½-2½ ore pm	7½-7¼ ore pm
Vienna	40-30 gro pm	95-80 gro pm
Zurich	7¼-6¼ c. pm	19½-17½ c. pm

Six-month forward U.S. dollar 10.65-10.55c. pm and 12-month 17.70-17.60c. pm.

Indices

NEW YORK—DOW JONES

	Oct. 26	Oct. 25	Oct. 22	Oct. 21	Oct. 20	Oct. 19	1976 High	1976 Low	Since compilation High	Since compilation Low
ndustrial	946.14	958.00	958.75	944.90	954.87	949.87	1014.79 (21/9)	858.71 (2/1)	1051.70 (11/1/73)	41.22 (8/7/32)
ome Bonds*	89.68	89.53	89.71	89.86	89.70	89.67	89.86 (25/3)	85.68 (15/1)	—	—
ransport	206.59	205.25	205.25	207.95	208.46	206.97	231.27 (14/7)	175.69 (2/1)	279.88 (7/2/69)	13.23 (8/7/32)
tilities	95.55	96.24	96.18	96.60	97.01	95.88	98.02 (21/9)	84.8 (26/3)	163.32 (20/4/69)	10.58 (28/4/42)
rading vol. 000's	15,490	15,310	17,670	17,280	15,860	16,200	—	—	—	—

* Basis of index changed from July 1.

	Oct. 20	Oct. 13	Oct. 6	Year ago (approx.)
Ind. div. yield %	4.09	4.10	4.05	4.66

TANDARDS AND POORS

	Oct. 26	Oct. 25	Oct. 22	Oct. 21	Oct. 20	Oct. 19	1976 High	1976 Low	Since compilation High	Since compilation Low
Industrials	113.07	111.87	111.77	112.62	113.89	113.46	120.89 (21/9)	101.64 (2/1)	134.54 (11/1/73)	3.52 (30/6/32)
Composite	101.06	100.07	99.96	100.77	101.74	101.46	107.83 (21/9)	90.90 (2/1)	120.24 (11/1/73)	4.40 (1/6/32)

	Oct. 20	Oct. 13	Oct. 6	Year ago (approx.)
nd. div. yield %	3.61	3.59	3.55	3.74
nd. P/E Ratio	11.80	11.56	11.66	11.97
ong Govt. Bond yield	5.34	5.27	5.23	6.00

N.Y.S.E. ALL COMMON

Oct. 26	Oct. 25	Oct. 21	Oct. 20	1976 High	1976 Low
55.87	55.40	55.65	54.85	57.51 (21/9/76)	[illegible] (2/1/76)

Rises and Falls Oct. 26
Issues Traded—1,868 Up—978
Down—435 Same—455
New Highs 50 New Lows 18

MONTREAL	Oct. 26	Oct. 25	Oct. 22	Oct. 21	1976 High	1976 Low
Industrial	175.46	175.49	176.45	177.89	207.35 (19/5)	175.46 (26/10)
Combined	174.47	174.17	175.53	177.50	195.79 (20/5)	175.97 (2/1)
TORONTO Industrial	175.56	174.64	176.12	177.66	197.45 (30/3)	175.81 (2/1)
JOHANNESBURG Gold	158.7	158.4	140.5	140.2	236.7 (12/5)	115.5 (29/9)
Industrials	177.4	178.5	178.5	178.5	215.9 (21/5)	177.1 (30/9)

	Oct. 27	Previous	1976 High	1976 Low
Australia (a)	454.55	452.45	522.65 (19/8)	432.45 (28/10)
Belgium (b)	87.90	87.56	113.16 (6/2)	87.13 (20/10)
Denmark (c)	101.17	102.33	117.70 (19/3)	100.14 (14/10)
France (e)	52.6	52.3	74.3 (3/3)	52.3 (26/10)
Germany (f)	695.1	691.9	831.7 (15/5)	629.3 (25/10)
Holland (g)	82.3	82.0	100.3 (5/2)	77.9 (13/10)
Hongkong (h)	391.12	392.81	465.35 (11/5)	354.55 (9/1)
Italy (i)	82.55	81.10	91.37 (25/2)	66.25 (18/10)
Japan (a)	331.51	[illegible]	369.61 (1/9)	336.23 (5/1)
Singapore (b)	246.41	246.35	266.12 (3/2)	236.35 (2/1)
Spain (n)	74.11	73.62	109.79 (7/6)	72.65 (22/10)
Sweden (o)	382.42	386.10	476.96 (10/6)	382.05 (13/10)
Switz'rl'd (p)	284.0	282.5	296.6 (19/3)	262.5 (28/10)

Indices and base dates (all base values 100 except NYSE All Common—50; Standards and Poors—10). (a) Sydney All Ord. (b) Belgian SE 31/12/63 (d) Copenhagen SE 1/1/73 (e) Paris Bourse 1961 (f) Commerzbank December 1953 (g) Amsterdam Industrial 1970 (h) Hang Seng Bank 31/7/64 (i) Milan 2/1/73 (m) Tokyo New SE 4/1/68 (n) Straits Times 1966 (o) Madrid SE 31/12/74 (p) Stockholm Industrials 1/1/58 (r) Swiss Bank Corp 31/12/58 (u) Unavailable ‡ Excluding bonds ● 400 Industrials ‡ 400 Inds. 40 Utilities 40 Finance and 20 Transport (c) Closed

NOTES: Overseas prices shown below exclude $ premium. Belgian dividends are after withholding tax.
◆ DM50 denom. unless otherwise stated. ♥ Ptas 500 denom. unless otherwise stated. ♣ Kr.100 denom. unless otherwise stated. ♦ Frs.500 denom. unless otherwise stated. ¥ Yen 50 denom. unless otherwise stated. $ Price at time of suspension. a Florins. b Schillings. c Cents. d Dividend after pending rights and/or scrip issue. e Per share. f Francs. g Gross div. %. h Assumed dividend after scrip and/or rights issue. k After local taxes. m % tax free. n Francs; including Unilac div. p Nom. q Share split. s Div. and yield exclude special payment. t Indicated div. u Unofficial trading. v Minority holders only. y Merger pending. * Asked. † Bid. § Traded. ‡ Seller. z Assumed. xr Ex rights. xd Ex dividend. xc Ex scrip issue. xa Ex all. Δ Interim since increased.

OVERSEAS SHARE INFORMATION

Investment premium based on $2.80 per £—130% (128½%).

NEW YORK

Stock	Oct. 26	Oct. 25
bbot Labs	53¾	55
ddressograph	9⅛	9½
etna Life & Cas.	32	31½
ir Products	35½	35½
irco	26⅝	26⅝
lcan Aluminium	24	24
lcoa	54	54¼
llegheny Ludlm.	35⅝	35⅝
llegheny Power	20¼	20½
llied Chemical	36¾	35¼
llied Stores	42⅞	42⅞
llis Chalmers	24⅝	24⅜
max	35½	35⅞
merada	25	24½
mer. Airlines	12⅜	12
mer. Brands	40¼	40
mer. Broadcast	36⅝	35½
mer. Can	35⅝	35¾
mer. Cyanamid	25¼	25¼
mer. Elec. Pow.	23¼	22⅞
merican Express	36⅝	39
mer. Home Prod	32⅝	32¼
mer. Medical	10⅝	10⅝
mer. Motors	4¼	4¼
mer. Nat. Gas	37¼	36½
mer. Standard	26⅜	26⅜
merican Stores	28½	28½
mer. Tel & Tel	59¼	58⅝
MF	19¼	19¼
mpex	6½	6
naconda	24¼	24½
nchor Hocking	27⅛	27⅜
nheuser Busch	26⅛	26¼
rmco Steel	29½	29
.S.A.	16⅜	16¼
samera Oil	9½	9¼
sarco	15⅛	15¼
shland Oil	27	26½
tl. Richfield	54½	53⅝
VC	9⅞	9¾
vco	13⅝	13½
vnet	10¼	10¼
von Products	45⅝	44⅝
alt Gas Elect	26⅝	26⅜
ank America	25	24¾
ankers Tr. N.Y.	34⅝	34½
arber Oil	30⅝	30⅝
eatrice Foods	25⅝	25½
ecton Dickinson	35⅛	35
ell & Howell	18⅜	18
endix	39	39⅜
enguet Cons 'B'	1⅝	1½
ethlehem Steel	37¾	36½
lack & Decker	17½	18
oeing	40⅜	39¾
oise Cascade	28⅝	28⅜
orden	32½	32⅛
org Warner	27¼	27
raniff Int.	10⅛	10
rascan 'A'	10¼	10⅜
ristol Myers	68⅛	67
rit. Pet ADR	10⅝	10¼
rockway Glass	28¼	29
runswick	15½	15⅜
ucyrus Erie	25⅞	26½
udd	18½	18⅛
ulova Watch	6⅝	6¼
urlington Nthn	39¼	39⅝
urroughs	90⅝	88¼
ampbell Soup	33	33⅛
anadian Pacific	16⅞	16½
anal Randolph	7⅞	7¾
arnation	75	73½
arrier & General	13⅝	13⅝
arter Hawley	20	20
aterpillar Tractr	56⅝	55⅛
BS	54¼	52¼
elanese Corpn	46⅜	44⅞
entral & S.W.	16⅞	15⅞
ertain-teed	16⅜	16⅜
essna Aircraft	28½	28⅝
hase Manhattan	28½	29
hemical Bk. NY	39¼	39⅛
hesebgh Pond	26½	26½
hessie System	34⅛	35⅝
hicago Bridge	59	58½
hromalloy	12⅞	12⅞
hrysler	19⅛	19⅜
inerama	1⅞	1⅞
inc. Milacron	29	29⅛
iticorp	30¼	29⅞
ities Service	56¼	54½
ity Investing	11⅛	11⅝
oca Cola	81	80½
olgate Palm.	25¼	25¼
ollins Aikman	10	9⅞
olumbia Gas	25¾	25½
olumbia Pict.	5	5
om Ins Co of Am	12⅝	12⅝
ombustion Eng.	42⅞	41⅝
omw'th Edison	29⅝	29½
omw'th Oil Ref.	7½	7½
omm. Satellite	27½	27¾
on. Edison N.Y.	19	18⅞
onsol Foods	23½	23
onsol Nat. Gas	30¼	30½
onsumers Power	21⅜	21⅛
ontinent'l Group	33⅞	33
ontinental Oil	34⅝	33¼
ontinental Tele.	15⅛	15
ontrol Data	22⅝	22¼
ooper Indus.	35⅝	35⅛
ooper Range	16	16¼
Corning Glass	66½	66½
CPC Int'nation'l	46½	46½
Crane	25½	25⅝
Crocker Nat.	24½	24⅛
Crown Zellerbach	41¾	41⅝
Cummins Engine	42	41⅞
Curtis-Wright	16¼	16½
Dana	23¾	23½
Dart Industries	32¼	32¼
Deere	30¼	30⅝
Del Monte	26⅝	26⅛
Deltona	5⅛	5¼
Dentsply Inter	30⅝	30⅛
Detroit Edison	14¾	14⅛
Diamond Shamrck	66⅝	66¼
Dictaphone	9½	9½
Digital Equip.	148	148¼
Disney (Walt)	43¼	42⅝
Dover Corpn	34⅛	34⅛
Dow Chemical	42¼	41¼
Dresser	40	40¼
DuPont	124	125¼
Dymo Industries	8½	9
Eagle Picher	35½	35⅝
East Air Lines	7½	8
Eastman Kodak	83⅝	85⅛
Eaton	41	40⅛
E.G. & G.	15⅝	15
El Paso Nat. Gas	14⅛	14¼
Eltra	25¾	26⅛
Emery Air Frght	34⅛	34¼
Emhart	30⅝	30¼
E.M.I.	2	2⅛
Engelhard Min.	31¼	30⅞
Esmark	31⅝	31⅛
Ethyl	39½	39
Exxon	51¾	51⅞
Fairchild Camera	43⅝	44
Fed. Dept. Stores	43¾	43½
Firestone Tire	21⅞	21⅜
Fst. Nat. Boston	25⅞	26¼
Flexi Van	10⅝	10⅛
Flintkote	19⅛	19¼
Florida Power	28½	28
Fluor	36	35¼
F.M.C.	20¼	20½
Ford Motor	56⅛	56
Foremost Mck.	13¾	13⅞
Foxboro	42	42
Franklin Mint	28	27⅝
Freeport Minerals	27¼	28¼
Fruehauf	26	25⅛
Fuqua Industries	9⅛	9⅛
G.A.F.	11⅜	11¼
Gannett	36½	37
Gen. Amer. Inv.	10⅛	10
G.A.T.X.	30	30⅛
Gen. Cable	10	9⅞
Gen. Dynamics	44¾	44¼
Gen. Electric	52¼	52¼
General Foods	34	33⅞
General Mills	29⅝	30⅛
General Motors	72½	71½
Gen.Pub.Util.	18	17⅞
Gen. Signal	49⅛	48⅞
Gen. Tel. Elect.	29½	29
Gen. Tire	22¾	23
Genesco	5	5
Georgia Pacific	36¼	36½
Getty Oil	190	190½
Gillette	25⅜	26¼
Goodrich B.F.	24⅛	24
Goodyear Tire	21¾	21⅝
Gould	24⅞	25
Grace W. R.	27¼	27¼
Grand Union	15¾	15½
Gt. Atlan Pac Tea	11⅝	11⅞
Grt. North Iron	17	16⅞
Greyhound	14¾	14½
Grolier	1⅛	1⅝
Grumman	16	15⅞
Gulf & Western	15⅞	14⅞
Gulf Oil	27	26½
Halliburton	63¼	62⅝
Hanna Mining	49½	48¼
Harnischfeger	14¾	14⅜
Harris Corpn	50	50¼
Heinz H. J.	27⅞	27⅝
Heller W. E.	19⅛	20
Heublein	45	44⅜
Hewlett Packard	83½	81¼
Holiday Inns	11½	11⅝
Homestake	32⅛	31½
Honeywell	43⅝	42¼
Hoover	10⅞	10⅞
Hosp Corp Amer.	25½	25⅝
Hutton E.F.	14⅝	14¼
I.C. Industries	18⅞	18⅝
INA	44	43½
Ingersoll Rand	74½	73¼
Inland Steel	50	48⅞
Insilco	13	13
IBM	263.5	259
Intl. Flavors	22½	22⅝
Intl. Harvester	28⅝	27⅞
Intl. Min & Chem	37¼	37⅛
Intl. Multifoods	17	17¼
Inco	32⅝	32
Intl. Paper	68½	67⅝
IPG	26⅝	26⅝
Intl. Tel & Tel	30¼	30
Invest	[illegible]	[illegible]
Iowa Beef	30¾	29½
IU International	11⅜	11⅛
Jim Walter	36¼	35½
Johns Manville	31¾	31
Johnson Johnson	85¾	85½
Johnson Control	21¼	21⅛
Joy Manufactu'g	42¾	42¾
Kaiser Alumin'm	33⅝	33
Kaiser Industries	12⅛	12⅛
Kaiser Steel	32	32
Kay	4	3⅞
Kennecott	27⅛	27¾
Kerr McGee	69¼	68⅝
Kidde Walter	28¾	28½
Kimberly Clark	37⅝	37⅛
Koppers	46	46
Kraftco	44⅜	44⅞
Kresge	39⅛	39⅝
Kroger Co.	25¼	25½
Levi Strauss	21	21
Libby Ow Ford	31⅛	31⅛
Liggett Group	32	32½
Lilly (Eli)	53⅝	52⅝
Litton Indust.	15⅝	15½
Lockheed Aircrft	9⅛	9⅛
Lone Star Inds.	19⅛	18¾
Long Island Ltd.	17¼	17¼
Louisiana Land	27⅛	27⅛
Lubrizol	36	36⅞
Lucky Stores	15¾	15⅝
Lykes Youngst'wn	15⅛	15⅝
MacMillan	7	7
Macy R. H.	28¼	27½
Mfrs Hanover	35	34¾
Mapco	38½	38
Marathon Oil	58	57½
Marine Midland	9⅛	9¼
Marshall Field	18½	18½
May Dept. Stores	30½	30½
MCA	32¾	32⅜
McDermott	31¼	31¼
McDonnell Doug.	21½	21¼
McGraw Hill	14	14⅛
Merck	72¾	72⅛
Merrill Lynch	22⅝	22
MGM	14	13⅞
Minn Min'g & Mfg	60½	59⅛
Mobil Corp.	58⅞	58⅜
Monsanto	80⅛	79¾
Morgan J. P.	53¼	52⅞
Motorola	49⅛	49⅛
Murphy Oil	24⅛	21⅛
Nabisco	44⅝	44
Nalco Chemical	31⅛	31¼
National Can	15⅛	15⅛
Nat. Distillers	26⅛	25⅞
Nat. Service Ind.	12⅛	12⅝
National Steel	47⅛	45⅞
Natomas	32	31⅛
NCR	34⅛	33⅞
Neptune Int	16⅝	16⅝
New England El.	20⅝	20⅜
New England Tel.	34⅛	34¼
Niagara Mohawk	14	14
Niagara Share	11⅛	11⅜
N. L. Industries	19⅝	19⅝
Norfolk & Western	37⅛	36⅝
North Nat. Gas	39⅝	40
Nthn States Pwr.	27⅝	27⅛
Nthwest Airlines	27¾	27⅝
Nthwest Bancorp	49¾	49⅝
Norton Simon	21¼	21
Occidental Petrol	18⅛	18
Ogilvy Mather	20¼	20¼
Ohio Edison	19⅛	19⅛
Olin	37¼	37
Overseas Ship.	19½	19
Owens Corning	59½	58¼
Owens Illinois	52¼	51½
Pacific Gas	21⅞	21⅝
Pac. Lighting	18¼	18¼
Pan Pwr. & Lt.	21½	21¼
PanAm World Air	4⅞	4¾
Parker Hannifin	36⅝	35⅝
Peabody Galion	19⅛	19
Penn Pw & Lt	20⅛	20⅜
Penney J. C.	49⅝	49⅛
Pennzoil	29¾	29⅜
Peoples Drug	7⅞	8
Peoples Gas	39⅛	40
Pepsico	81¼	80⅛
Perkin Elmer	21	21⅛
Pet	27	26½
Pfizer	28⅜	27⅛
Phelps Dodge	39½	38⅞
Philadelphia Elec	17⅛	17⅛
Philip Morris	59⅝	58⅛
Phillips Petrol'm	60¼	59⅝
Pickwick Inter	16⅝	16⅛
Pillsbury	38¼	38⅝
Pitney Bowes	14⅝	14
Pittston	36¼	36⅛
Plessey Ltd ADR	9¼	9⅛
Polaroid	36	36¼
Potomac Elec	13¾	13⅝
PPG Industries	48¼	48
Procter Gamble	91¼	91
Pub.Serv. Elect	22¼	22
Pullman	30¾	30½
Purex	16¼	16
Quaker Oats	23¾	23⅝
Rapid American	5½	5¼
Raytheon	63⅝	64⅝
RCA	24⅝	24
Republic Steel	32¼	32
Revlon	66	65⅝
Reynolds Metals	34½	34
Reynolds R. J.	63⅝	61⅝
Rich'son Merrel	25	25¼
Rockwell Inter	29	29
Rohm & Haas	49⅝	49¼
Royal Dutch	46	45⅝
Russ Togs	10	10
Ryder System	12⅛	12⅜
Safeway Stores	42½	43
St. Joe Minerals	35⅝	34
St. Regis Paper	36	35½
Santa Fe Inds	34	33¼
Saul Invest	5⅛	5⅛
Saxon Inds.	4⅛	4⅝
Schlitz Brewing	17½	17½
Schlumberger	96¼	96⅛
SCM	18	17⅝
Scott Paper	17⅜	17⅞
Scovill Mfg.	19⅝	19
Scudd'r Duo Vest	6⅞	6½
Sea Containers	40¼	39½
Seagram	23½	23½
Searle (G.D.)	11⅛	11½
Sears Roebuck	65	64
SEDCO	29⅝	28⅝
Shell Oil	75⅝	75⅜
Shell Transport	23	23⅝
Signal	22½	22⅛
Signode Corp	37½	37⅝
Simplicity Pat.	13⅛	13
Singer	17⅝	17½
Solitron	3⅛	3
Southdown	15	15
Southern Cal. Ed.	21¼	21⅝
Southern Co.	15½	15⅜
Sthn. Nat. Res.	49½	48
Southern Pacific	32⅝	32⅝
Southern Railway	56	56
Southland	26½	26
Sperry Hutch	15⅛	15
Sperry Rand	46⅝	46⅛
Squibb	31½	31¼
Standard Brands	27⅛	27⅝
Std. Oil California	36½	36
Std. Oil Indiana	52	51⅜
Std. Oil Ohio	74¼	75
Stauff Chemical	46⅛	45¼
Sterling Drug	16⅛	16⅛
Studebaker	37⅛	37⅛
Sun Co.	41⅝	41⅛
Sundstrand	28⅛	28⅛
Syntex	42⅛	42½
Tandy	34⅛	34⅛
Technicolor	5	4⅞
Tektronix	60½	61
Teledyne	82	80½
Telex	2⅞	2⅞
Tenneco	32½	32½
Tesoro Petroleum	14	15⅛
Texaco	27⅛	26⅜
Texasgulf	31½	31
Texas Instrm.	106⅛	105¼
Texas Oil & Gas	25½	24⅝
Texas Utilities	19⅛	19⅛
Time Inc.	33⅛	33⅛
Times Mirror	20⅛	20½
Timken	53	52⅛
Trane	31⅝	30¼
Transamerica	12⅛	12⅜
Trans Union	34⅞	34⅛
Tranway Int'nl	19	18⅞
Trans World Air.	9¼	9⅛
Travelers	35⅞	35⅝
TriContinental	19⅝	19½
T.R.W.	34⅛	33¾
20th Century Fox	9	9⅛
UAL	23⅛	25¼
UARCO	19	19⅝
UGI	16⅝	16⅛
UOP	13⅛	13⅝
Unilever Ltd.	25	23
Unilever NV	42⅝	42⅛
Union Bancorp	10⅝	10⅛
Union Carbide	60⅝	60⅛
Union Commerce	6⅛	6⅛
Union Oil Cal.	55⅛	55
Union Pacific	85⅝	85⅛
Uniroyal	7½	7⅛
United Brands	7⅛	7
United Corp	9⅛	9⅜
U.S. Bancorp	25⅛	26
U.S. Gypsum	24⅝	24⅛
U.S. Industries	6⅛	6¼
U.S. Shoe	20⅝	19⅞
U.S. Steel	47⅜	47
U. Technologies	33⅛	32⅞
Utah Int'l	63⅛	63
UV Industries	30½	29
Virginia Elect.	14⅝	14⅛
Walgreen	17	16⅞
Warner-Commun.	25⅛	25⅜
Warner-Lambert	32½	31⅞
Wells-Fargo	23⅝	23⅜
Western Bancorp	24⅛	24⅝
Western N. Amer.	14⅛	14⅛
Western Union	18⅛	18
Westingh's Elect.	16⅛	15⅞
Westvaco	26¼	25⅞
Weyerhaeuser	45⅛	45¼
Whirlpool	24⅛	23⅛
White Cons. Inds.	25⅞	28⅞
William Co.	25⅛	23⅛
Wisconsin Elect.	29⅛	30⅝
Woolworth	21	21⅛
Wyly	1⅛	1⅛
Xerox	59⅜	59½
Zapata	10⅞	11
Zenith Radio	27	27
Chile 3% 1993	†91	91
U.S. Treas 4% 1980	†95⅛	†93
U.S. Treas 4½% 75/85	†85¾	†85¾
U.S. 90 day bills	4.86%	4.92%

CANADA

Stock	Oct. 26	Oct. 25
Abbey Glen Prop	6⅝	6⅞
Abitibi Paper	10¼	10⅛
Agnico Eagle	5.20	5.20
Alcan Aluminium	25¼	23¼
Algoma Steel	22⅜	22⅛
Asbestos	†27¼	27½
Bank Montreal	15⅛	15
Bank Nova Scotia	41½	41¼
Basic Resources	6⅝	6½
Bell Telephone	50	49⅞
Bow Valley Inds.	20½	20⅝
BP Canada	8	8
Brascan	10⅛	10
Brinco	†3.50	†3.35
Calgary Power	30½	30½
Canada Cement	9	10⅛
Canada NW Land	7½	7¾
Can Imp Bk Com	24⅛	24½
Canada Indus.	20.5	†20¾
Can. Pacific	16¾	16⅛
Can. Pacific Inv.	18⅝	18½
Can. Super Oil	58	55¼
Carling O'Keefe	2.68	2.62
Cassiar Asbestos	5¼	5¼
Chieftain Dev.	8½	8½
Cominco	36	35¾
Cons. Bathurst	31½	†31½
Consumer Gas	14	12⅞
Costain Rich	8⅝	8⅝
Deeca Resources	7	7
Denison Mines	53	52½
Dome Mines	57¼	56⅝
Dome Petroleum	54⅛	54⅛
Dominion Bridge	19	18⅜
Domtar	18⅛	19⅛
Dupont	14⅛	14⅛
Falcon'ge Nickel	35⅝	35⅛
Ford Motor Can.	105½	96
Genstar	21⅝	21⅝
Giant Y'knife	4.60	4.55
Gulf Oil Canada	24⅛	24⅛
Hawker Sid. Can.	4.75	4.85
Hollinger	32	31½
Home Oil 'A'	23⅛	23⅛
Hudson Bay Mng	16⅛	16⅛
Hudson Bay	16¼	16
Hudson Oil & Gas	31⅛	32⅝
I.A.C.	16⅛	16
Imasco	†24¼	23
Imperial Oil	19½	19¼
Inco	31½	31
Indal.	†15⅛	15¼
Inland Nat. Gas	9⅝	9½
Int'pr'v Pipeline	14⅛	14⅛
Laurnt'n FinCorp	5⅛	5¼
Loblaw Com. 'B'	3.90	3.95
McMill'n Bloedl	21⅛	21⅛
Massey Ferguson	22	22
McIntyre Porpne	31⅛	†30½
Moore Corpn	31⅞	31⅛
Noranda Mines	33	32⅛
Norcen Energy	11⅜	11⅛
Nthn Telecom	32⅝	32⅝
Numac Oil & Gas	8⅛	8⅛
Oakwood Petr'm	1.25	1.18
Pacific Copper M	1.14	1.10
Pacific Petroleum	25⅛	25⅛
Pan. Can. Pet'm	20¼	20½
Patino	†15¼	†14¼
Peoples Dept. S.	4.80	3.70
Place Gas & Oil	†0.55	†0.55
Placer Developmt	†19⅝	19⅛
Power Corporat'n	8⅛	8⅝
Price	11⅛	11⅛
Quebec Sturgeon	0.50	0.47
Ranger Oil	13⅝	15⅝
Reed Shaw	6⅛	6⅛
Rio Algom	28⅝	29
Royal Bk. of Can.	27	26½
Royal Trust	†17⅛	†17⅛
Seagrams	33	33
Shell Canada	13	13¼
Sherritt G. Mines	6⅛	6⅛
Siebens O.G.	12⅛	12⅝
Simpson	5⅛	5⅛
Steel of Canada	25⅝	25⅝
Steep Rock Iron	1.80	1.80
Sunningdale Oils	†15⅛	†15⅛
Talcorp	11⅛	†11⅛
Texaco Canada	24⅛	†24⅛
Toronto Dom. Bk.	19	18⅝
TransCan PipeLn	12½	12⅛
Trans. Mount Oils	9	8⅛
Trizec	†12	†12
Union Gas	8⅛	8⅛
United Corpn 'B'	†14⅛	13⅛
Walker Hiram	38⅝	38⅛
West Coast Trans	25⅛	25⅛
Western Geo.	13⅛	13⅛

† Bid. ‡ Asked. § Traded. ¶ New stock.

GERMANY ◆

Oct. 27	Price Dm.	+ or −	Div. %	Yld. %
A.E.G.	79.1	−0.7	—	—
Allianz Versich.	382	+6	18	2.4
B.M.W.	204.2	+0.2	18	4.4
B.A.S.F.	145.6	−0.6	14	4.9
Bayer	133.7	......	14	5.0
Bayer Hypo	275	+1	20	3.7
Bayer Vereinsbk.	278.5	−1.5	20	3.0
Commerzbank	170.5	+2	18	5.3
Conti. Gummi	70.5	−0.5	—	—
Daimler	337.5	+3	17	2.6
Degussa	219.5	+1.5	15	4.1
Demag	141.5	−0.5	16	5.7
Deutsche Bank	270.6	−0.9	20	3.7
Dresdner Bank	214	−0.1	20	4.6
Dyckerhoff Zem.	136	......	6	2.2
Gutehoffnung	166	−1	14	4.2
Hapag Lloyd	103.6	+3	12	6.0
Harpener Dm100	138	−1	9	3.5
Hoechst	131.6	−0.5	14	5.3
Hoesch	49.4	−0.5	—	—
Kali Salz (Dm50)	103.5	−1.5	7	3.4
Karstadt	359	−1.5	20	2.8
Kaufhof	223	−1	20	4.4
Kloeckner Dm100	100.2	−0.5	—	—
Kloeck H'mbolt	137	−1	10	3.6
Krupp Pr. Dm100	108	−4	—	—
Kundenkredit Bk.	234	−2	20	4.2
Linde	289.5	−2.5	16	3.3
LowenbrauDm100	1,600	......	20	1.2
Lufthansa	94.5	+1	4	2.1
M.A.N.	195	......	12	3.5
M'nnesm'nn Dm100	318.6	−0.4	14	4.4
Metallgesellschaft	245	+2	10	
Munch. Ruckvers.	430	......	18	2.1
Neckermann	76.8	−0.2	—	—
Preussag Dm. 100	139	+2	7	5.2
Rhein West Elect.	144.8	+0.4	17	5.5
Schering	296	−1	20	4.3
Siemens	264.3	+0.3	16	2.8
Sudzucker	245	......	19	3.9
Thyssen	105.5	−0.7	14	6.7
Verein & West Bk.	301	......	20	4.0

PARIS

Oct. 27	Price Frs.	+ or −	Div. Frs.	Yld. %
Afrique Occid'le	465	−0.5	19.5	3.4
Air Liquide	312	−4	16.5	5.2
Aquitaine	272.7	−3.7	22.5	8.2
Beghin	68.8	−0.2	—	—
B.S.N. Gervais	494	−2	37.5	7.6
Carrefour	1,256	+5	57	4.5
Chargeurs Reunis	164	−3.6	16.5	10.6
Citroen	39.8	−.4	—	—
Cie Bancaire	237	−3	12	5.1
C.G.E.	237	−1	25.5	10.8
Credit Com Fr'nce	95.1	+1.9	10.9	[illegible]
Credit Foncier	290.6	+4.3	29¼	9.9
Dumez S.E.	68	+0.5	18.75	27.2
Fr. Petroles	90.1	+0.2	14.1	15.6
Gal. Lafayette	57	+1.1	—	—
Gen. Occidentale	165	−2.5	7.5	4.6
Imetal	97.8	+2.5	4.95	4.7
Lafarge	172.1	+1.1	15.75	8.9
L'Oreal	836	−1	15	1.6
Machines Bull	28.7	+1.4	1.5	5.2
Michelin "B"	1,126	−6	30.5	2.8
Moet Hennessy	405	+5	11.6	5.0
Paribas	135.8	−1.4	14.5	14.0
Pechiney	78	+0.5	7.5	9.2
Peugeot (Frs. 20)	194.1	−1.7	18	7.2
Printemps	44	−0.5	—	—
Redoute	550	−10	22.5	3.9
Rhone Poulenc	66.8	−0.5	9	13.2
Sacilor S.A.	35.8	−2	—	—
Suez	196.5	−1.4	24	12.2
Thomson Brandt	155	−3	14.25	8.1
Usinor	40.9	−0.3	—	—

AMSTERDAM

Oct. 27	Price Fls.	+ or −	Div. %	Yld. %
Ahold (Fl.20)	81.5	+1.8	20	4.9
Akzo (Fl.20)	26	−.6	—	
Alcem Bnk (Fl.100)	281	+1	21	7.7
AMEV (Fl.10)	49.4	−0.8	38	7.8
Amro Bank (Fl.20)	66.4	+0.5	21	6.1
Van Berkels (Fl.6)	105.0	+0.5	12	7.4
[illegible] (Fl.20)	56.2	+0.2	21	4.9
Boka West'm Fl.10	106	−0.5	57½	5.5
Buhrm-Tetterode	64.8	−0.3	23	7.1
Elsevier (Fl.20)	257	−5	18	1.4
Ennia N.V. Bearer	103	+2	28.8	5.8
EuroComTst Fl.10	59	......	30.4	5.2
Gist Brocades Fl.10	50.2	−0.8	20	4.1
Heineken (Fl.25)	137	+1.7	14	2.3
[illegible] Fund	121.6	−0.5	6.88	5.8
Hoogovens (Fl.20)	40.8	−0.5	—	—
H'ter Douglas Fl.	66.9	+1.1	11	4.0
I.H.C. Holland	14.4	......	10	6.7
K.L.M. Fr.100	119.5	+2.5	—	
Int. Muller (Fl.20)	35.1	+0.4	10	5.4
Naarden (Fl.40)	42.4	+0.9	—	—
Nat.Ned.Ins.	77.3	+1.5	20	4.5
Ned Cred Bk (Fl.20)	48.6	+0.2	18	8.2
Ned Mid Bk (Fl.50)	151.8	+2.5	17	6.2
Noto Fl.	69	+0.8	10.5	7.0
Nijverdal ten Cate	37	−0.7	—	—
OCE (Fl.20)	170.8	−0.5	38	3.4
Van Ommeren	176	−1	10	—
Pakhoed (Fl.20)	86	+1	20	4.5
Philips (Fl.10)	26.2	−0.1	14	5.4
RijnSchVer Fl.100	69	−0.5	18	26.2
Robeco (Fl.50)	174.5	+1	26.2	6.9
Rolinco (Fl.50)	134	+0.9	6	1.9
Rorento (Fl.50)	118	−0.1	28.5	4.1
Royal Dutch Fl.20	115.8	−0.5	43.75	7.4
Slavenburg's Bnk	249	−2	19	8.6
Tokyo Pac Hgs $1	92	+1	$0.4	1.2
Unilever (Fl.20)	107.8	−0.8	38½	6.4
Viking Res. Int. $1	46	......	$0.46	1.7
VMF Stork	78	−1	14	17.2

MILAN

Oct. 27	Price Lire	+ or −	Div. Lire	Yld. %
Alitalia Priv.	385	+79	—	—
ANIC	400	+8	—	—
Assonia Fin.	2,960	+20	120	4.4
Bastogi	920	+17	—	—
Breda	2,030	+55	165	7.4
Burgo	3,470	+20	—	—
Cantoni	5,560	+110	—	—
CIGA	1,340	−10	—	—
[illegible]	3,639	−11	225	6.3
Dalmine	578	−4	75	1.3
Erba	1,795	+255	—	—
Fiat	1,409	+24	100	7.1
Do. Priv.	869	+9	100	[illegible]
Finsider	225	−1	—	—
Generali	87,510	+450	600	[illegible]
Invest B.	1,055	+49	80	3.9
Italcementi	13,720	−195	600	4.5
Italgas	636	+8	—	—
Italsider	315	+5	60	1.9
La Centrale	7,302	+302	400	5.5
Marelli Ercole	539	......	—	—
Mediobanca	70,500	−300	1,200	1.6
Mondadori Priv.	916	+15	—	—
Montedison	310	+4.25	—	—
Motta	510	+9	—	—
Olivetti Priv.	865	+20	70	8.1
Pirelli & Co.	1,500	+70	110	7.1
Pirelli SpA	1,005	+36	—	—
RAS	66,810	+200	600	0.9
Rinascente	47.25	−0.25	—	—
Rumianca	1,740	......	—	—
S.A.F.F.A.	4,960	......	200	4.0
S.T.E.T.	1,579	+42	180	1.0
Snia Viscosa	970	+18	—	—
Soc. Gen. Immob.	105	+3.6	—	—

BRUSSELS/LUXEMBOURG

Oct. 27	Price Frs.	+ or −	Div. Frs. Net	Yld. %
Arbed	[illegible]	−20	100	—
BBL Bq Brxlambt	1,500	−5	40	2.7
Bekaert "B"	1,835	......	105	5.7
CBL Cie Brt.-Lambt	1,755	−5	110	6.3
C.B.R. Cement	1,420	−8	75	10.7
Cockerill	570	−6	—	—
E.B.E.S.	1,920	−10	161	8.4
Electrobel	5,540	+60	400	7.2
Fabrique Nat.	1,820	+20	100	5.5
G.B. Inno-Bm.	1,472	+12	70	4.8
[illegible]	3,440	+30	60	1.4
Hoboken	3,100	+15	110	3.1
Intercom	1,540	−5	129	6.5
Kredietbank	5,500	−10	245	3.4
La Royale Belge	4,510	−4	265	5.5
Pan Holdings	2,600	−40	62.18	3.0
Petrofina	4,090	+	170	4.1
Photo Gevaert	1,040	+4	75	7.1
Pieux Franki	4,720	......	275	5.6
Soc. Generale	2,015	+5	175	7.2
Soc. Gen. Banque	2,570	−1	176	7.3
Sofina	2,770	+60	190	7.3
Solvay 'A'	2,250	−60	170	7.6
Traction Elec.	2,500	......	150	6.0
UCB	1,846	......	125	6.6
Un. Min. (1/10th)	960	−6	70	6.7
Vieille Montagne	1,330	−5	150	11.3
Wagons Lits	846	+6	50	6.2

SWITZERLAND◆

Oct. 27	Price Fr.	+ or −	Div. %	Yld. %
Aluminium	1,280	−25	6	2.5
Bally Bsd	[illegible]			
BBC 'A'	1,515	+15	10	3.3
Ciba Geigy	1,290	+5	22	1.7
Do. Do. Part.	[illegible]		22	[illegible]
Do. Do. Reg.	548	+2	22	4.0
Credit Suisse	2,390	+15	16	3.1
Fischer George	590	+10	—	
G'nl. Mag. Jel (F10)	1,130	......	19	1.7
Hoffmann La Roche	78,000	+100	550	0.7
Interfood B	3,425	+15	40	4.5
Landis Gyr (F100)	665	+18	—	—
Nestle	3,420	+25	78.3	2.8
Do. Reg.	1,826	+15	78.5	4.4
Sandoz (F250)	4,990	−20	40	1.3
Saurer Arbon	790	−10	6	3.1
Sw. Inte. Pirelli	183	−1½	14	7.7
Swissair (F350)	385	......	5.7	3.4
Swiss Bank Corp.	375xr	+1	10	2.7
Un. Bank of Switz.	3,260	......	20	3.1
Winterthur	1,755	......	30	1.7
Zurich Ins.	9,200	......	40	2.2

COPENHAGEN

Oct. 27	Price Kroner	+ or −	Div. %	Yld. %
Andelsbanken	155½	......	10	6.4
Burmeister & W.	148¾	......	—	—
Danske Bank	139	−2½	12	8.6
Dan Provinsbank	135¼	−3	11	6.9
East Asiatic Co.	292¾	−7	12	4.0
Finansbanken	150¼	−1	13	8.8
For. Bryggerier	375	......	12	3.4
Handelsbank Co.	140¼	−2¼	11	7.0
Papirfabrik. For.	82½	−½	16	10.7
G. Northern Hld.	169	−7½	12	3.5
Nord Kabel	219½	−¼	12	5.4
Oliefabrik	139½	−1½	12	8.4
Privatbank	134¼	......	11	7.1
Soph. Berendsen	295	−7	11	3.7
Superfos	255½	+¼	12	4.7

VIENNA

Oct. 27	Price %	+ or −	Div. %	Yld. %
Creditanstalt	346	......	10	2.9
Perlmooser	34	......	9	2.7
Selecta	714	−1	48	6.8
Semperit	162	−8	—	—
Steyr Daimler	196	......	6	3.0
Veit Magnesit	369	−1	22	6.0

AUSTRALIA

Oct. 27	Aust. $	+ or −
ACMIL	†0.62	+0.01
Acrow Australia	†0.70	......
Adelaide Brighton Cement	†1.25	−0.02
Allied Mfg. & Trading Indus.	†2.36	......
Ampol Exploration	†1.15	......
Ampol Petroleum	†0.64	+0.02
Assoc. Minerals	†2.35	+0.05
Assoc. Pulp Paper $1	†0.75	......
Assoc. Con. Industries	†1.40	+0.05
Aust. Foundation Invest.	†0.60	......
A.N.I.	†1.04	−0.02
Aust. Oil & Gas	†0.12	......
Blue Metal Ind.	†0.79	−0.01
Bougainville Copper	†1.13	+0.04
Broken Hill Proprietary	†7.0	+0.16
BH South	†1.45	+0.05
Carlton United Brewery	†1.01	+0.01
C. J. Coles	†1.06	−0.01
CSR ($1)	†4.16	+0.04
Cons. Goldfields Aust.	†4.25	+0.05
Container ($1)	†1.38	+0.05
Conzinc Riotinto	†2.60	+0.02
Costain Australia (25c)	†1.00	......
Dunlop Rubber ($1)	†1.07	......
ESCOR	†0.72	......
Elder Smith ($1)	†3.00	......
E.Z. Industries	†3.0	−0.05
Gen. Property Trust	†1.20	+0.05
Hamersley	†2.20	−0.05
Hill 50 Uranium NL	†0.28	......
Hooker	†0.98	−0.01
I.C.I. Australia	†1.65	......
I.A.C. Holdings	†0.82	+0.01
Inter-Copper	†0.30	......
Jennings Industries	†1.40	+0.05
Jones (David)	†0.99	......
Metals Exploration	†0.42	+0.01
MIM Holdings	†2.06	+0.06
Myer Emporium	†1.20	+0.02
News	†2.0	......
Nicholas International	†0.67	......
North Broken Hill	†1.95	+0.10
Oakbridge	†0.98	......
Oil Search	†0.10	......
Pioneer Concrete	†1.02	−0.07
Reckitt & Colman	†6.30	[illegible]
H. C. Sleigh	†0.60	......
Southland Mining	†0.32	−0.01
Stocks & Holdings	†4.40	......
Tooth (S.)	†1.77	+0.01
Waltons	†0.62	......
Western Mining (50 cents)	†1.55	+0.10
Woolworths	†1.16	[illegible]

TOKYO◆

Oct. 27	*Prices Yen	+ or −	Div. %	Yld. %
Asahi Glass	329	+15	14	2.1
Canon	478	−2	—	—
Dai Nippon Print	456	+3	18	1.9
Fuji Photo Film	610	+15	15	1.2
Hitachi	196	+1	10	2.6
Honda Motors	670	+17	18	1.3
C. Itoh	298	−6	12	2.0
Ito-Yokado	1,640	......	30	0.9
Japan Airlines	2,130	......	—	—
Kansai Elect Pw.	660	−1	9	6.8
Komatsu	318	−2	18	2.8
Kubota	294	......	15	4.3
Matsushita Ind.	624	−7	20	1.6
Mitsubishi Bank	275	......	10	1.8
Mitsubishi Heavy	119	......	12	5.0
Mitsubishi Corp.	415	+4	15	1.6
Mitsui & Co.	420	+2	14	1.6
Mitsukoshi	450	−5	20	2.6
Nissan Motor	552	−2	16	1.5
Pioneer Electronic	2,410	+40	50	0.7
Sanyo Electric	215	−4	12	2.8
Sekisui Prefab	1,070	......	25	1.2
Sony	2,500xr	+30	40	0.6
Taisho Marine	265	−1	11	2.1
Takeda Chemical	219	+2	15	3.4
Teijin	161	−1	12	4.6
Tokio Marine	411	+1	11	1.3
Tokyo Elect.Pwr.	656	−6	10	7.6
Toshiba	117	+1	10	4.3
Toray	151	−1	12	4.6
Toyota Motor	920	+25	18	0.9

Source Nikko Securities, Tokyo.

STOCKHOLM

Oct. 27	Price Kronor	+ or −	Div. Kr.	Yld. %
AGA AB (Kr. 50)	180	......	5.5	3.1
Alfa Laval (Kr50)	133	......	5	3.6
ASEA (Kr50)	126	−1	5¼	4.0
Atlas Copco Kr25	136	−2	6	3.9
Billerud	114	−1	8½	4.9
Bofors	239	+1	9	3.8
Cardo	430	......	11	2.4
Cellulosa	257	−12	9.5	3.6
Electrolux 'B'	116	−2	5	4.0
Ericsson B (Kr50)	131	−2	6½	5.9
Fagersta	175	−5	6	4.4
Granges (free)	81.5	−1.5	11	3.5
Handelsbanken	215	−2	15	7.4
Marabou	126	−1½	10	7.9
Mo och Domsjo	140	−2	10	7.1
Sandvik A.B.	244	......	7	3.4
S.K.F. 'B' (Kr50)	98	−1	4.5	4.6
Skand. Enskilda	195	−1	14.5	7.4
Tandstik 'B' K50	71.5	−1.5	5	—
Uddeholm	105	−1	9	8.6
Volvo (Kr 50)	98	−2	6	6.1

OSLO

Oct. 27	Price Kroner	+ or −	Div. %	Yld. %
Bergens Bank	108	......	9	8.5
Borregaard	136	+2.5	6	5.5
Creditbank	118	+2	10	8.4
Kosmos	355	−5	20	5.6
Kreditkassen	113.5	......	10	9.0
Norsk Hydro Kr80	284	−1	12	2.8
Orkla Ind.	82.5	−1		
Storebrand	140	−2.5	10	7.1

BRAZIL

Oct. 26	Price Cruz	+ or −	Div. Cruz	Yld. %
Banco Brasil PP	4.30	−0.15	.16	4.19
Belgo Mineira OP	2.32	−0.05	.14	6.03
Brahma PP	1.31	−0.02	.15	11.45
[illegible] OP	0.98	......	.15	15.15
Lojas Amer OP	3.35	−0.10	.18	5.37
Petrobras PP	2.22	−0.04	.11	4.82
Samitri OP	2.72	+0.02	.1	[illegible]
Mannesmann OP	1.97	+0.02	.10	5.08
Souza Cruz OP	2.55	+0.05	.21	8.24
Vale Rio Doce PP	2.40	−0.05	.11	4.58

Vol. Cr. 32.5m. Shares 19.1m.
Source—Rio de Janeiro SE

JOHANNESBURG

MINES

October 27	Rand	+ or −
Anglo American Corpn.	3.58	+0.08
Charter Consolidated	†2.20	
East Driefontein	8.35	+0.05
Elsburg	1.26	+0.04
Harmony	3.35	+0.02
Kinross	3.60	
Kloof	5.50	+0.30
Rustenburg Platinum	1.50	+0.05
St. Helena	10.25	+0.25
South Vaal	5.25	+0.15
Gold Fields SA	15.00	+0.25
Union Corporation	3.35	−0.03
De Beers Deferred	3.60	−0.07
Blyvooruitzicht	3.40	
East Rand Pty.	3.75	
Free State Geduld	†13.00	
President Brand	12.25	−0.25
President Steyn	7.60	+0.15
Stilfontein	3.10	
Welkom	2.20	
West Driefontein	25.10	+0.50
Western Holdings	†20.60	
Western Deep	9.70	

INDUSTRIALS

African Explos. and Chem.	1.80	
Anglo-Amer. Industrial	7.55	−0.0
Barlow Rand	2.56	−0.0
CNA Investments	†1.60	
Currie Finance	0.40	
De Beers Industrial	3.35	
Edgars Consolidated Inv.	2.05	−0.0
Edgars Stores	23.50	
Ever Ready SA	†0.95	
Federale Volksbeleggings	1.80	
Greatermans Stores	†3.30	−0.1
Guardian Assurance (SA)	1.12	
Huletts	1.75	
LTA	†1.25	
McCarthy Rodway	†0.52	−0.
Nedbank	1.75	+0.
OK Bazaars	8.25	+0.
Premier Milling	5.50	+0.
Pretoria Cement	†2.60	
Protea Holdings	0.75	
Rand Mines Properties	†1.37	−0.
Rembrandt Group	2.45	−0.
Sage Holdings	†2.10	
SAPPI	1.85	
C. G. Smith Sugar	†3.45	
Sorec	0.62	
SA Breweries	0.82	+0.
Tiger Oats and Nat. Milling	8.25	+0.
Unisec	0.84	+0.

SPAIN ◆

October 27	Per cent.	+ or −
Asland	135	—
Banco Lopez Quesada	407	—
Banco Bilbao	512	+13
Banco Atlantico (1,000)	390	+10
Banco Central	373	—
Banesto (250)	381	—
Banco Exterior	309	+2
Banco General	404	—
Banco Granada (1,000)	385	—
Banco Hispano	349	+10
Banco Iberico	376	+4
Induban	410	—
Banco Ind. Cat. (1,000)	311	−1
Banco Mercantil (1,000)	385	—
Banco Occidental	284	−4
Banco Popular	328	+28
Banco Santander (250)	479	+5
Banco Urquijo (1,000)	498	+15
Banco Vizcaya	475	+10
Banco Zaragozano	307	−5
Bankunion	272	−11
Banus Andalucia	260	—
Altos Hornos	118	+1
Babcock Wilcox	83	—
CIC	390	—
Dragados	378	+15
Inmobanif	130	—
E. I. Aragonesas	106	−3
Espanola Zinc	166	—
Expl. Rio Tinto	252	+4
Fecsa (1,000)	110	—
Fenosa (1,000)	187	+0.
Finanzauto SA	257	−1
Finanzauto Servicios	275	−1
Gal. Preciados	295	+3
Grupo Velazquez (400)	258	+10
Hidrola	131.25	−1.
Iberduero	132.25	+0.
Motor Iberica	195	+3
Olarra	280	+22
Papeleras Reunidas	143	+13
Petroliber	230	—
Petroleos	430.75	−1.
Sarrio Papelera	143	+4
Sniace	69	+2
Telefonica	149	−1
Tubacex	308	+16
Union Elec.	119	−2
Union y Fenix	465	−2
Urals	135	+1

A challenge to national courts

By A. H. HERMANN, Legal Correspondent

HE EUROPEAN court this onth entered an entirely new ald by handing down its first ree judgments interpreting ie European Convention on risdiction and the Enforce- ent of Judgments 1968, or uropean Judgments Conven- in for short.

The convention empowers the uropean Court to regulate the mpetence of national courts er the entire range of civil d commercial litigation be- een parties in different coun- es of the Community. This is addition to the powers given court by the Treaty of me, which established the mmunity, to adjudicate in tters regulated by that eaty. The judges in Luxem- rg have the last word about meaning of the European lgments Convention.

ew people realise that the tish undertaking to accede to convention has placed a e bomb under the British rts.

he convention has operated the six original member ntries of the EEC since 1973. U.K., Ireland and Denmark, newer members of the Com- nity, have undertaken to join convention which is based on EEC Treaty. Article 220 *s merely for the simplifi-* on of formalities necessary mutual enforcements of gments; but from this ll seed has grown quite rge tree. The aim of the vention is nothing less than reate a single jurisdictional a of the Community. It will e important consequences for ish insurers, banks and rters, exposing them to s in foreign courts in situa- s when in the past they d rely on the jurisdiction of K. court.

working party set up by the Chancellor's office has for last three years been pre- ng a protocol which the hopes to append to the con- *ion to cushion some of its* it anomalies. Negotiations the other EEC partners said to be progressing satis- orily, and the report of the ing party is expected next ng. Ratification of the con- ion can follow only after lation making the necessary ges in U.K. law has been ed by Parliament, and this rdly likely before 1980.

hile Britain is striving for fication of the convention, European Court in Luxem- g has already delivered its judgments interpreting it.* Four more, one concerning pollution of the river Rhine, referred from the Netherlands, are still pending before the court.

The French Government thought that British observations on these cases should not be taken into account because Britain is not yet party to the convention, but the European Court decided they should be heard because the member states are bound by the Treaties of Accession to become parties to the convention.

The European Court's view, expressed in its *Tessili/Dunlop* judgment—that questions of jurisdiction left open by the convention should be decided in the national courts first approached in accordance with their own national law—has been received with satisfaction in the U.K.

Interpretation

But the general pronouncement on the interpretation *of the convention made* by the court on this occasion is somewhat less satisfactory. Dealing with the *difficulty* that the legal terms used by the convention have different meaning in the different member states, the court made one of those rulings which are all things to all people. It said that the terms can be interpreted as having an *autonomous meaning* common to all member states and, at the same time, also a *meaning* in the national law to be applied by the court which decides about its competence to deal with the case. The European Court held that neither way of interpretation should prevail to the extent of excluding the other.

Proper rules for the interpretation of the convention will be all the more necessary as it departs from traditional concepts of U.K. law. It applies to any commercial and civil judgments, not only those awarding a sum of money. The only exclusions from the impact of the convention are arbitration, social security disputes, *bankruptcy and liquidation* of corporations, status and legal capacity of naturalised persons, and certain matrimonial, property and probate matters. In an important deviation from the basic principle of English procedure, judges will have to decline to deal with a case on their own motion (without waiting for parties to object) whenever they see that it is assigned to another court by the convention.

The convention will abolish as "excessive" certain traditional grounds for jurisdiction. For example, it will end the legal device by which a suit against a foreign defendant can be brought in an English court if the summons can be served on him in England—be it only in the transit lounge of Heathrow Airport. Similarly, the convention will eliminate competence of Scottish courts based on the location of the defendant's land or other real estate. Nor does the convention provide for the marine jurisdiction of the Admiralty Division of the High Court, but this last item will *probably be remedied by the* protocol to be appended on ratification by the U.K.

British insurers have found those provisions of the convention rather ominous which provide greater protection to the "weaker party" in an insurance contract. Deviating from its general rule that the defendant should be sued in his own court, the *convention* allows disputes about insurance claims to be brought in the courts of the place where personal injury or damage to immovable property occurred, or in the country where the insured has his residence. Contracting out of these rules is very restricted, but it seems that British negotiators have succeeded so far in obtaining a waiver of these rules for marine insurance and combined transport insurance though not for large industrial risks where the "weaker party" clause is also out of place.

In contrast with insurance companies U.K. banks have so far failed to submit any comments. Yet they will have to adapt their routines to the possibility that they could be sued in the place of fulfilment of the obligation or in the place where they have a branch or agency. Such a possibility follows from paragraphs one and five of article five of the convention, interpreted by the European Court this month. (Cases 12/76 and 14/76.) All sorts of *obligations which are to be ful*filled abroad, notably obligations from letters of credit, could result in action being taken against U.K. banks in courts of other EEC member states.

There exists, of course, the possibility of agreement that all such disputes should come before U.K. courts. According to Article 17, parties, of which at least one is domiciled in the territory of a contracting state, can agree in writing that a certain court or courts of a contracting state should be competent to settle disputes arising out of a *specific* legal relationship. This will call for the inclusion of a "choice of forum" clause in contracts — and possibly for asking every new customer to sign an agreement that all disputes between him and the bank can be brought only in U.K. courts. Such choice of forum is however excluded in insurance and hire-purchase matters.

In the case of *Tessili v. Dunlop*, the court was asked to interpret the convention when *it mentioned "the place where* the contractual obligation has been or is to be fulfilled." Is it the place where goods are to be delivered, and who is to say according to which law the place of delivery or place of fulfilment of an obligation is to be determined?

The European Court answered that this should be determined by the court before which the plaintiff has instituted proceedings according to its own national law. In other words, if a British bank undertakes to deliver documents against payment to an importer in Marseilles, and there is a dispute concerning such letters of credit between them, the Marseilles importer can ask a French court to determine whether the place of fulfilment should be in Marseilles or London. If the court decides in favour of Marseilles, the dispute between the importer and the bank can be tried by a French court.

In its other judgment concerning *De Bloos v. Bouyer*, the European Court dealt with the question whether disputes between *a branch or agency* and its parent organisation can be brought to court in the country of the agency. The dispute was between the French supplier and his sole agent in Belgium. The court said that Article 5/5 applies only to such branches, agencies or other establishments which are completely controlled by the parent organisation and not merely *economically* dependent on them. It does not apply to the relationship between a supplier and his sole agent in another EEC country.

The European Court still ponders the *Rhine Water* case brought by Dutch market gardeners in their courts against a German company which releases waste into the river Rhine upstream and so pollutes the water used by them on its lower reaches. According to Article 5/3 of the convention, actions can be brought in the court of the place where the tortious act occurred. But, where did it occur, asks the Dutch court, in Germany where the waste was released into the river, or in the Netherlands where the damage was done when the polluted water was used for watering gardens? If the European Court decides that the tortious act occurred in the Netherlands, all suppliers of defective products which caused damage in another EEC country will be exposed to law suits in that country.

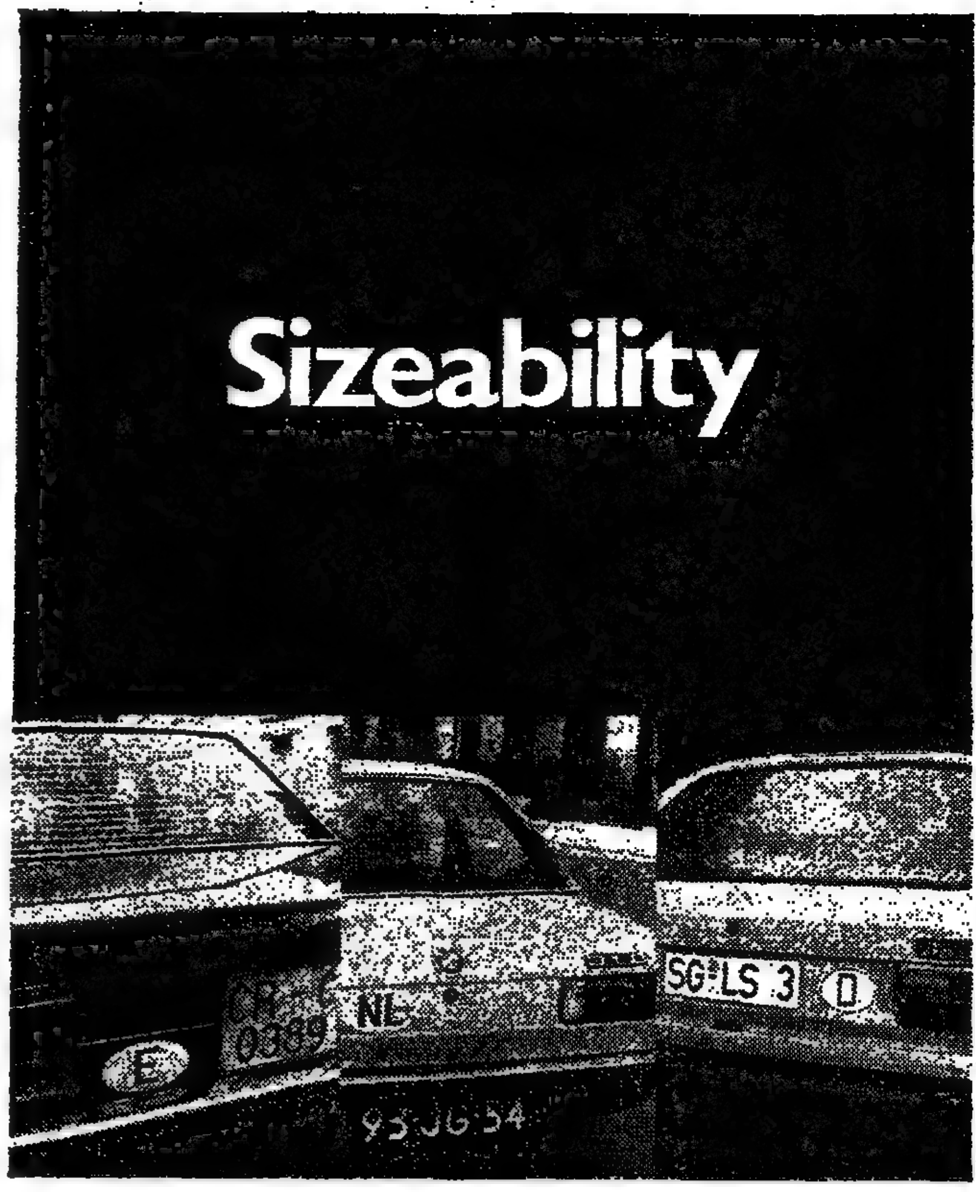
Not only are the special provisions of Article 5 of the *convention open to query* but even the fundamental provision that the convention applies in civil and commercial matters. What is considered "civil or commercial" in one country need not be seen so in another, as is evident from *LTU v. Eurocontrol*, a dispute between LTU, a German air transport company, and Eurocontrol, an international air safety organisation with an office in Brussels.

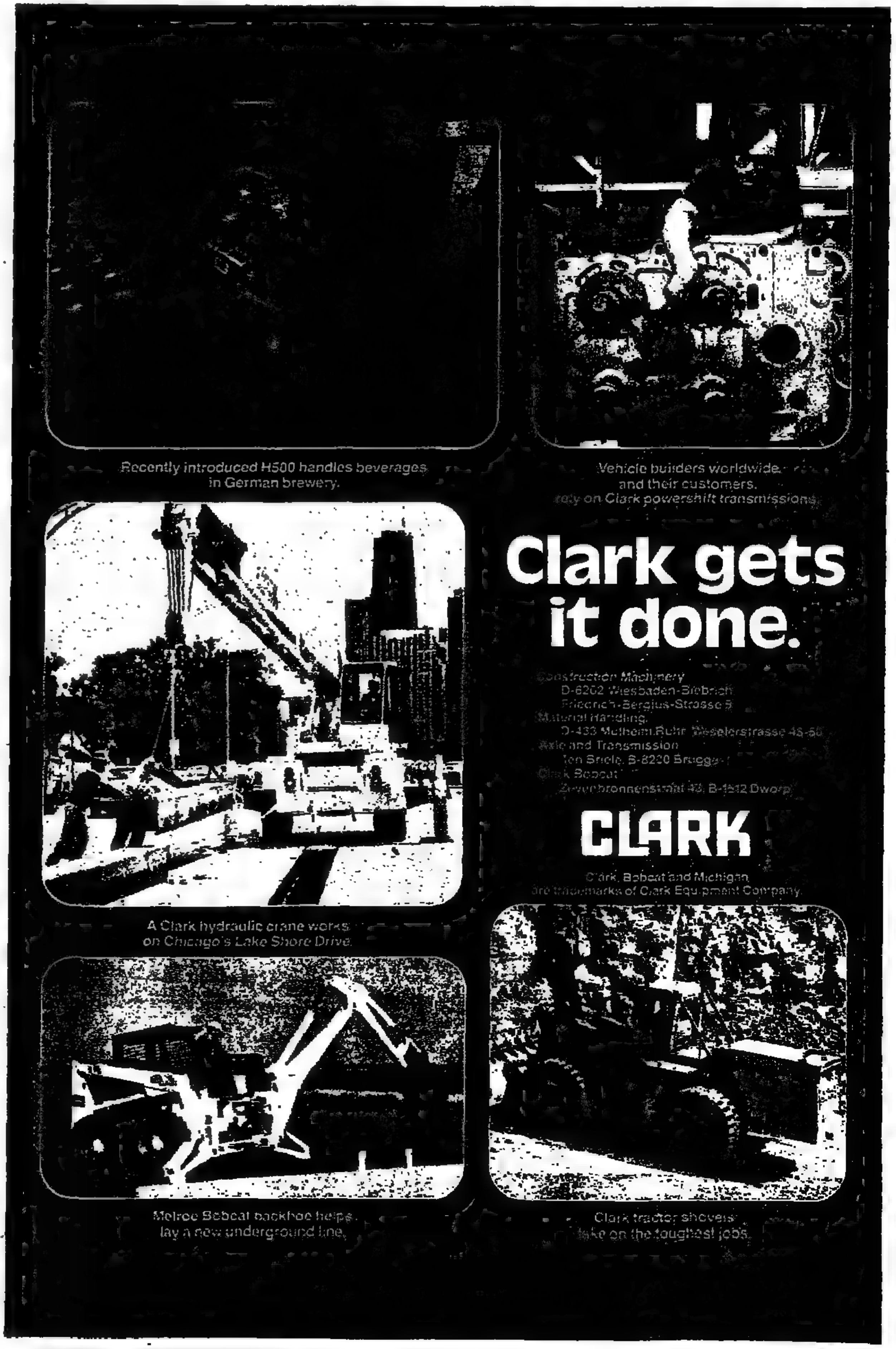
In this case, not the jurisdiction rules of the convention are being questioned, but its pro*visions for the enforcement* of judgments in another member state. The dispute concerns fees charged by Eurocontrol to LTU for air safety services rendered. Eurocontrol sued in Belgian courts and a German court was then asked to enforce judgment against LTU.

The German court questioned the applicability of the convention on the grounds that according to German law, the dispute concerned administrative and not civil and commercial *matters. The European Court* ruled that the terms "civil and commercial" have an autonomous meaning derived from the *scope* of the convention and the general principles of law recognised by member states, and that its interpretation should therefore not depend on national law. The court concluded that disputes between private persons or companies and a national or international public authority concerning money due for the use of installations or services—particularly when such use is compulsory and exclusive—are excluded from the scope of the convention.

---

*Case No 12/76 Tessili v Dunlop AG
Case No 14/76 De Bloos v Bouyer
Case No 29/76 LTU v Eurocontrol





APPOINTMENTS

New managing director for Vickers Oceanics

In a reorganisation of the Vickers Offshore Engineering Group, Commander Peter J. Messervy, G.M., who is a member of the Group Board, has been appointed managing director of VICKERS OCEANICS, the Edinburgh-based company which operates a fleet of underwater work submersibles. On retiring from the Navy in 1970 Commander Messervy joined Vickers Oceanics, qualified as a submersible pilot, and became general manager.

*

Mr. David Dickson has been appointed a director of GARTMORE FUND MANAGERS.

*

Mr. John Bermingham and Mr. Guy Sutcliffe have become directors of BRITISH MARKET RESEARCH BUREAU. Mr. Colin McDonald, Mr. Michael Wilsdon and Mr. Paul Worthington have been appointed senior associate directors and Mr. Philip Mitchell an associate director.

*

Mr. Brian Young has been appointed to the Board of WELLMAN SELAS and continues as secretary.

*

Mr. W. Kenyon, Mr. F. J. Carter and Mr. M. R. N. Moore have been appointed to the Board of BARKER AND DOBSON. Mr. Kenyon will, in due course, become the chief executive of the currently financial controller, has been made financial director; and Mr. Moore, a director of Keyser Ullmann, has been appointed a non-executive director of Barker and Dobson.

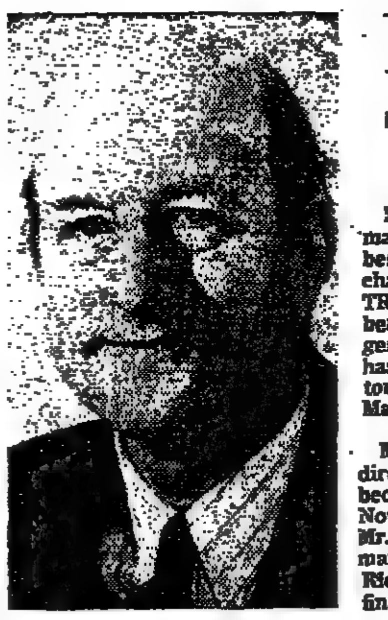
*

Mr. John Sendles has been appointed managing director of WEIR ELECTRONICS, a subsidiary of Unitech.

*

A. H. Leach and Co. has formed a subsidiary called LARKFIELD PRINTING COMPANY which incorporates Colin Richardson Printers. Mr. Colin Richardson has retired from Colin Richardson Printers and Mr. John Leach takes over as managing director. *The companies are members of* the Hunting Group.

J. Kuipers leads EMI Pacific



Mr. J. M. Kuipers

Mr. J. M. Kuipers, a member of EMI parent Board, has assumed the responsibility of director, Pacific region, in addition to his existing appointment as executive chairman of EMI (Australia). Mr. A. J. S. Taylor has been made deputy director of that region. Mr. Taylor joined EMI in August. He was *previously general manager* and chief executve of Rank Strand Electric and a director of Rank Audio Visual. He joins Mr. Kuipers *in Sydney in January.*

In the U.K. Mr. Alan Kampe, director of administration and services and Mr. Bob Mercer, *director of repertoire and marketing*, have been appointed to the Board of EMI RECORDS.

*

Mr. P. J. C. Smallwood and Mr. A. R. L. Pearson are to enter the partnership of PHILLIPS AND DREW, *stockbrokers*, on December 1.

D. Adam to be Barclays Bank Trust deputy chairman

Mr. D. S. G. Adam, a general manager of Barclays Bank, has been appointed executive deputy chairman of BARCLAYS BANK TRUST COMPANY from December 1. Mr. Adam will remain a general manager of the Bank and has also been appointed a director of Barclays Bank U.K. Management from January 1.

*

Mr. S. Mallinson, managing director of BRITTAINS, is to become deputy chairman from November 1 on the retirement of Mr. J. C. Holmes as deputy chairman and from the Board. Mr. V. Rickless joins the Board as finance director from that date.

*

Mr. J. G. Chaplain, Mr. D. C. McIntosh, Mr. A. G. Robson and Mr. A. C. Yeo, directors of BROWN SHIPLEY INSURANCE SERVICES, have been appointed executive directors and members of the executive committee of the company.

*

Mr. B. A. Coombs, a director of REDLAND BRICKS, has been appointed deputy managing director and Mr. B. C. Johnson has been made a director.

*

Pentos announces a Board reorganisation at MARSHALL MORGAN AND SCOTT, the holding company for its publishing and bookselling interests. There are five new appointments to the Board, all from within Pentos. They are, Mr. M. Raeburn, who will be responsible for the specialist publishing division; Mr. W. P. Hornby, retailing; Mr. B. N. Embury, popular publishing; Mr. W. C. Holland, importing and wholesaling; and Mr. C. W. Freedman, market and product development. Mr. T. A. Maher remains executive chairman; Mr J. Pemberton becomes deputy chairman and Mr. C. C. Gregory continues as a director.

*

Mr. Derek P. C. Harris has been appointed chairman of MELBOURNE HART AND CO. He remains managing director of the overseas trading subsidiary Tabaco Torcida Traders and also takes on additional overseas responsibilities. The new managing director of Melbourne Hart is Mr. Gerard N. P. C. de Boinville, who is also managing director of Morris and Morris, an associate company.

*

Mr. P. B. Brotchie has been elected a director of J. H. MINET AGENCIES.

Johannesburg Consolidated Investment Company, Limited

Chairman's Review by Sir Albert Robinson

The Annual General Meeting of the Company will be held in Johannesburg
on 9th November, 1976 at 12 noon

Shareholders will have seen from the reports and accounts for the year ended 30 June 1976 that, as forecast in my Statement a year ago, we did not quite achieve the level of dividend income that was earned in 1975, largely due to lower distributions from our gold and platinum investments. The Group investment income fell from R26.1m to R25.1m, a drop of 4%, but the trading profits of our mining and industrial subsidiaries increased by 44% from R15.4m to R22.2m. The performance of our coal mining and industrial subsidiaries was very satisfactory and their contribution to Group profits, after provision for *depreciation, interest, taxation and minority interests, amounted to R6.6m or 25%* of total attributable earnings, reflecting their increasing importance to us. The profit after tax attributable to ordinary shareholders was R26.2m which compared favourably with the profit of R27.5m achieved in 1975. In the difficult economic circumstances that have prevailed during the past year, the importance of Johnnies' broad spread of investments has been clearly demonstrated. As this is likely to stand us in good stead in the current financial year, your Board felt it appropriate to increase the dividend from 165 cents to 170 cents per share.

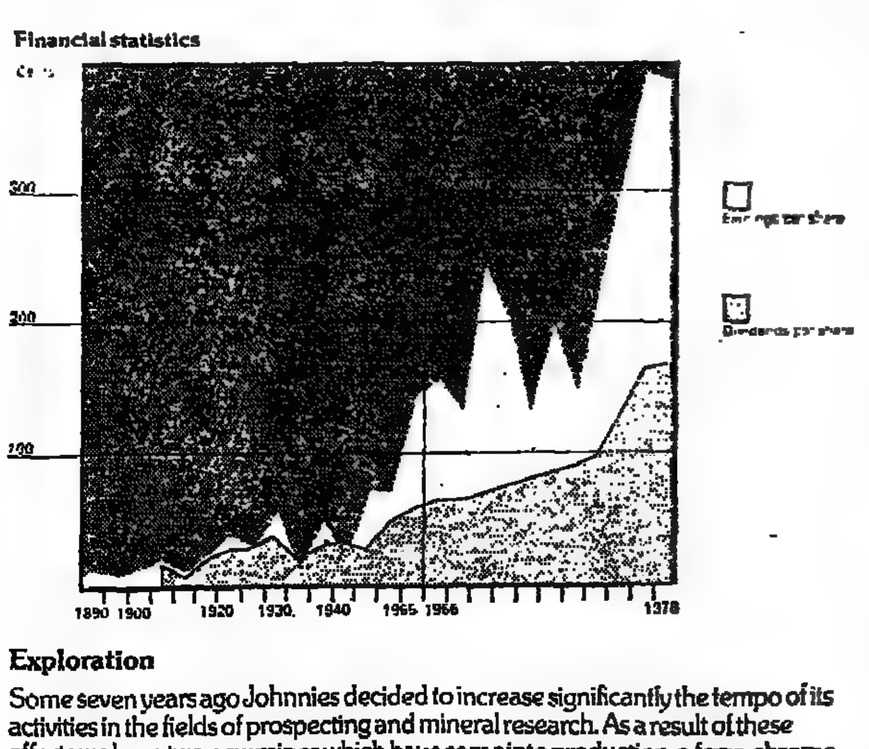
Many of our interests relate to either export industries or investments overseas. There have been some encouraging indications of a recovery of business activity in the United States of America. *If this trend is maintained, and if it spreads to* Europe and Japan, then we can look forward to improved results. However, I must emphasise that we shall continue to be confronted with serious problems, such as the weakness in the gold market, fluctuating platinum prices, the continued high rates of inflation and the unsettling political events in Southern Africa. So it will not be until well into 1977 that a more accurate picture will emerge of the earnings potential for the current financial year.

I have referred before to our policy of concentrating our resources in operations in which we play a management role. This policy will be continued during the current year. Following the rationalisation of the holding companies of Rustenburg Platinum Mines Limited, we have, since the end of the financial year, increased our investment in Rustenburg by acquiring an additional interest in exchange for certain shares in our liquid portfolio. This means that our capacity to make *sharedealing profits, which amounted to R3.0m during the year under review, will* be reduced. I should remind you, however, that sharedealing profits have always been considered by your Board to be a redeployment of assets rather than profits available for distribution as dividends. Consequently a diminution in sharedealing profits should not have an adverse effect on the Company's dividend policy.

Investments, largely in Otjihase, Shangani and Consolidated Metallurgical Industries, which are our three major new projects, together with payments in respect of various other commitments, again exceeded the normal cash flow. However, our net current assets at the end of the year improved by R8.5m largely as a result of having received the proceeds, after the rand devaluation in *September 1975, of the $33m Eurodollar loan mentioned in my statement* last year.

During the current year normal cash flow should exceed our investment requirements, but after the redemption of the balance of the preference shares and after provision for the repayment of the first tranche of the $37m Eurodollar loan, our cash position may deteriorate slightly. No further long-term borrowings are expected to be required in respect of present commitments.

Financial statistics



Exploration

Some seven years ago Johnnies decided to increase significantly the tempo of its activities in the fields of prospecting and mineral research. As a result of these efforts we have two new mines which have come into production, a ferro-chrome facility expected to start production within a few months and some interesting projects in the pilot plant stage. These have been substantial achievements and augur well for the future of the Company. The financing of this work at a time of currency fluctuations and a severe economic depression in the western world has, however, placed a considerable strain on our resources. We have spent some R30m on prospecting since 1970, and the development expenditure on the three projects to which I have referred totalled, at 30 June 1976, R103m of which R65m, representing 63% of the finance required, has been provided by this Company in the form of equity, loans and guarantees for bank loans.

When we embarked on this programme in 1969-1970 the possibility of double digit inflation in the major countries of the West was not even considered and the process of political change was barely beginning to gather the momentum it has acquired in more recent times. In the light of current circumstances we intend to *concentrate our immediate efforts on bringing the existing new ventures to the* profit-making stage, and whilst we shall continue with our prospecting and research, it will be on a somewhat reduced scale. Quite apart from the above considerations the new ventures in question are straining our technical and manpower resources to the full and the expansion of the Randfontein Estates gold mine to bring into production its uranium reserves will place a further strain upon these resources. We are therefore planning to engage the services of an international engineering company to provide additional personnel who will work in conjunction with the JCI technical divisions responsible for this project. These arrangements should enable us to continue to manage our capital projects with *the efficiency we expect and as expeditiously as possible.*

The development of the mineral resources of Southern Africa has traditionally been the entrepreneurial activity of the South African mining houses. In former times it was customary to raise money for new mining companies from public subscriptions. Active stock markets provided the medium for the realisation of part of the investment which was ploughed back into further prospecting and new mines.

It is becoming apparent that the burden of maintaining and expanding the mineral development of Southern Africa is rapidly making the traditional approach by the South African mining houses far more difficult to achieve. The reasons are *threefold: technical, economic and political.*

Technical factors

For every new mineral deposit discovered there is one less for the prospector to find; moreover, it goes without saying that the easy ones are found first. The cost of seeking new base metal ore bodies under cover of younger geological deposits *increases rapidly. The knowledge that a substantial expenditure is required to* develop such a mine makes it imperative to reduce the risk of these ventures by spending more funds on costly diamond drilling to establish with greater definition the necessary quantum of ore reserves.

For various reasons there is less and less ground available for prospecting; what ground is available is often remote, and this in itself complicates the logistics of mounting a prospecting programme. Prospecting methods become more sophisticated and the use of geochemical and geophysical techniques has accentuated the natural reluctance to abandon any ground before it has been thoroughly examined. And all this is happening at a time when the owners of *mineral rights are becoming more disinclined to consider option periods even* as long as five years. These factors are contributing to the rapidly rising costs of prospecting and the evaluation of mineral deposits.

Economic factors

The traditional income of mining finance houses consists of dividends from investments which have already been subject to tax and are therefore not taxable in their own hands. Consequently, unlike operating mining companies, they cannot enjoy the benefit of having prospecting expenditure allowed as a cost for tax purposes unless taxable profits are generated by other activities.

Inflation has had a major adverse effect upon the cost of prospecting, thus increasing the cash drain on our resources. Over and above the impact on the cost of prospecting, inflation has had an even greater impact on the cost of developing *a new mining project. These capital costs, together with low commodity prices that* have prevailed in recent times, make it difficult to attract capital from the public unless the project in question is clearly extremely promising and is therefore likely to attract risk capital. As a result the mining finance houses are often forced to take the major entrepreneurial risk in the development of new ore deposits as well as the original prospecting risk. If non-resident partners can be found, they are usually more interested in the procurement of the metal or product as a raw material for their own business and therefore, generally speaking, prefer to accept a relatively small part of the risk capital.

Political

The growth of nationalism and the continued establishment of newly independent countries in Southern Africa, as in other parts of the world, have created difficulties for the mining finance houses which seek to operate across international boundaries. Governments, particularly of the lesser developed countries, fear that foreign companies will exploit mineral resources for their own profit without employing, training and developing local skills and contributing to the overall betterment of the community. Furthermore, it often happens that traditional transport routes are affected by changing political relationships. This is particularly serious in the case of landlocked countries. Even where governments have achieved internal economic stability the conditions set for foreign companies to prospect and to operate mines are often too severe to justify the expenditures contemplated. Thus both suffer, the country's economic development is restricted and the mining house's skills are not put to full use in the development of the human and mineral resources of the countries concerned.

The mining finance houses will have to adapt to the new nationalisms in Southern Africa. *The trend must be towards managing and developing new projects in* partnership with the new governments or the local public and towards the mobilisation of new sources of capital funds for such projects with adequate guarantees whenever possible. Alternatively, development finance should be raised increasingly from international agencies, as these organisations provide in themselves a guarantee against policies that might be contemplated by unreasonable governments.

We shall continue to train and to improve the opportunities for our employees wherever our business may be situated. At the same time we will be in the forefront of the search for new sources of capital as and when required. Above all, we shall *endeavour to foster good relations with the various governments concerned* so that we may contribute to the further development of Southern Africa, in which area we have played a significant role for the past eighty-seven years.

The mining industry

Shareholders will expect me to comment on the problems facing the mining industry and more particularly the gold mines. Of prime importance is the gold price which has fallen from $143 per ounce when I prepared my Statement last year to some $116 as I write. Not only has this had an adverse effect on South Africa's balance of payments, depressing the whole of the economy, but it has threatened the profitability of a large number of gold mines, some of which have given notice of closure despite the welcome support that has been made available to the industry through the State Assistance scheme to marginal gold mines. *Because the drop in the gold price is due to a marked extent to the programme of* sales by the International Monetary Fund, low gold prices are likely to continue for a considerable period. At the same time working costs on the mines continue to rise – the figure for the June quarter this year was R19.06 per ton milled compared with R16.40 for the corresponding quarter a year ago, an increase of 16.2%.

If this trend continues for another year or more against the background of low gold prices the impact on the South African economy will be extremely serious. It is to be hoped that the demand by the Western world for South Africa's base metals and minerals will accelerate and that the hesitant increases in metal prices other than gold that have occurred so far this year will stabilise at higher levels. Of course, *the increased demand for and rising prices of uranium will be of great assistance to* those gold mines fortunate enough to have uranium deposits.

What is particularly worrying is that the average grade of ore mined by the gold *mines has fallen each quarter since the September quarter of 1971.* This was understandable while rising gold prices enabled lower grade ore to be mined profitably. It will prove a very much more difficult task to reverse the trend, but this is what must be done where possible now that the industry is faced with a lower gold price and continually rising costs.

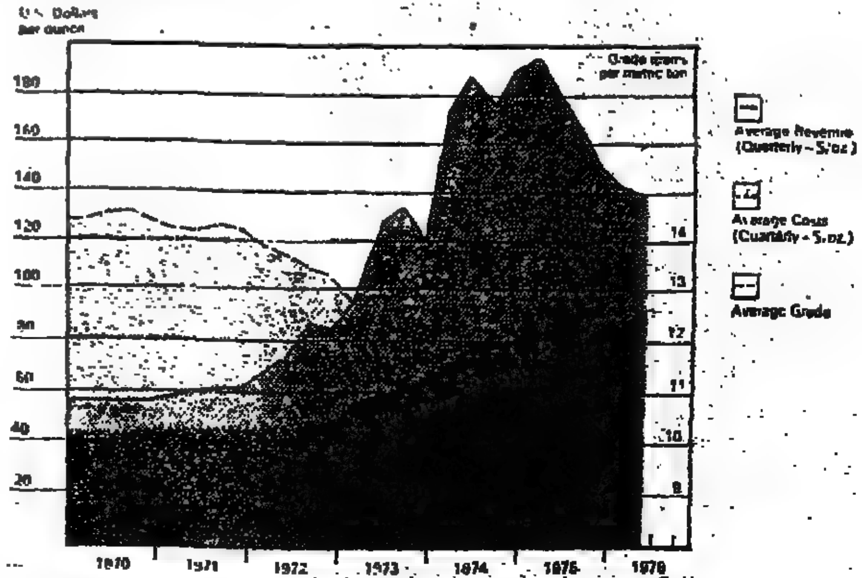
Against this sombre background it is a matter of considerable satisfaction that the industry has reached a compromise agreement with the Mine Workers' Union in respect of the dispute arising out of their request for a five day working week.

In this regard I would like to comment on the subject of productivity. Over the five year period of falling grades of ore milled, productivity for the industry in terms *of tons milled per month per employee has only risen from 15.5 to 16.4 despite* the most strenuous efforts to increase efficiency through research, training and mechanisation. After cognizance has been taken of the decline in grade the *number of ounces produced each month per employee has decreased from 6.54* to 4.78. At a gold price of $116, the average monthly per capita production of gold by employees of all races in the industry is worth R482; each employee consumes goods and services to the value of approximately R168, and receives in remuneration some R136. These figures speak for themselves: if all workers are to enjoy a reasonable standard of living, including improved levels of remuneration, and if the industry is to maintain its status in the South African economy, then clearly the Chamber of Mines and the white unions must further their efforts to ensure increased productivity, and they should plan together to ensure the steady advancement of the black worker. Overall we must aim at achieving the best *possible race relations on the mines and we must actively encourage goodwill* amongst employees of all races and nationalities as the best means of ensuring continuing harmony in the industry. This Company fully recognises its responsibility in this regard.

On our Group mines efforts to improve the productivity of both black and white workers are continuing and some success has been achieved through work *measurement techniques to optimise the use of labour.* Where we were heavily dependent on manual labour we have mechanised with conventional equipment where possible and at the same time *experiments with more sophisticated* equipment have in general yielded encouraging results.

Apart from the problems directly related to the mining industry, there are other serious problems facing South African business as a whole: the high rate of inflation, increased taxation, high Government spending, balance of payments and, above all, political uncertainties. South Africa's leaders of all races are faced with the challenge of negotiating an accelerated process of peaceful change within the country. One can only hope that the policies adopted by the Government will be constructive and bold, thereby mobilising internal as well as international support for a new and stable order in Southern Africa.

Gold Mining Industry
(Revenue, Costs and Grade)



Directorate and staff

At the financial year end, Mr. P. R. Wilton retired as an Executive Director and a *member of the* Chairman's Advisory Committee on grounds of ill health. He remains a member of the Board. I would like to express my gratitude and admiration for his forty-one years of loyal Group Service and I trust that in his *retirement, he will be fully restored to good health.*

Two of our executive directors, Mr. F. J. L. Wells and Mr. P. A. von Wielligh, completed forty years service with the Company during the past year. I wish to thank them for their distinguished roles in the Company's affairs and I hope we shall have the benefit of their services for many years to come.

It gives me great pleasure once again to thank all staff and employees for their outstanding efforts during a difficult year and to express my appreciation for their continued devotion and loyalty.

Johannesburg
October 19th, 1976

FINANCIAL TIMES SURVEY
Thursday October 28 1976

London Metal Exchange

Improved trading activity on the London Metal Exchange has been clouded by the reversal in the world economic recovery. Pressure to restrain speculation has also increased, and the Exchange is facing a Centennial Year which could bring significant changes.

Market aces p to hange

John Edwards
Commodities Editor

LONDON Metal Exchange aches its Centennial Year somewhat troubled mood. ral disappointment at the ek to the world's industrial ery *has inevitably* cast a of gloom over the copper et in particular. And the e in sterling has at times t that the Exchange has more of a currency than tal market, raising doubts its role as in international g media.

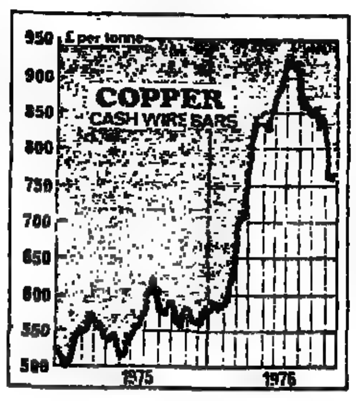
Centennial also comes at e when profound changes come about in the structure of the Exchange. Already membership has altered icantly in recent years ting the increasing popu- of the metal markets with lators and so-called "long- investors," the financial utions, and the general *throughout industry* to into larger, more powerful squeezing out the small, endent companies.

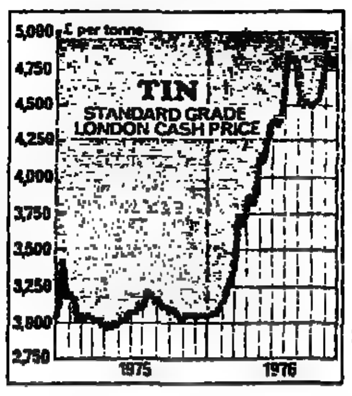
Because of the greatly increased financial risks involved as a result of inflation, new members of the Exchange are now required to provide a guarantee of some £5m, and a large trading turnover is, therefore, needed to justify the cost of such a guarantee.

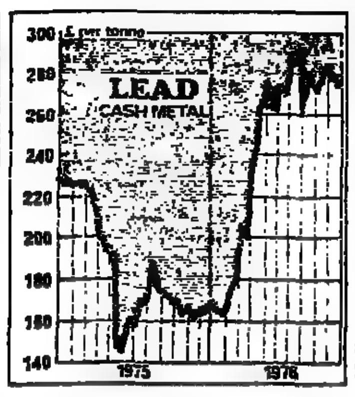
Although no discernible progress has been made in the introduction of a "clearing house" system to replace the *present principals' contract*, powerful forces including the Bank of England are at work pressing for a securer financial base before any potential disaster occurs.

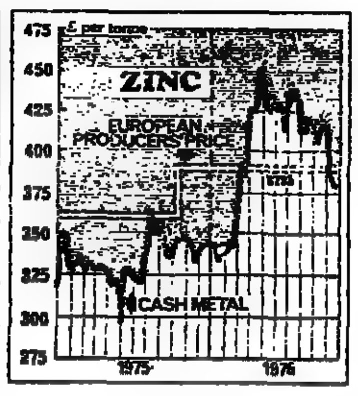
The Bank of England also played a major role in what was probably the most significant domestic matter on the LME during the past year—the decision to ban non-trade (speculative) trading on the zinc market for a period from May to July. On the face of it this was a voluntary ban imposed by the LME Management Committee when it was discovered that the proportion of speculative activity in zinc had reached undesirably high levels compared with trade business. But this was very much a decision imposed by the Bank of England since it was based on evidence taken by the Bank from its March and April returns pro*vided by metal traders, and it* was accompanied by an unofficial warning that some action should follow.

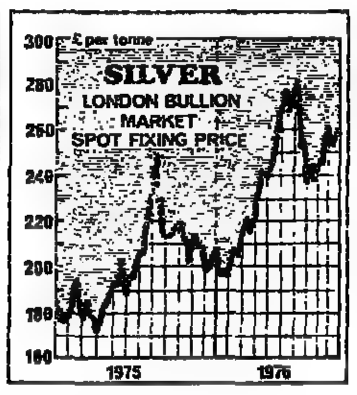
Indeed the action by the Bank was interpreted as a general warning to the metal and commodity traders that its new system of monitoring the markets meant that it would be prepared to stamp down quickly on unhealthy trading situations, including excessive speculation.











However, the curb on zinc market trading raised all kinds of fundamental questions about the freedom of international markets to operate without interference from domestic Governments and was widely misinterpreted overseas as a move *by the Bank of England to intro*duce much tighter controls.

Restrictions

In fact the main initiative *for more curbs* on commodity trading is now coming from across the Atlantic where the Commodity Futures Trading Commission is seeking restrictions on tax "straddles" and options trading, both particu*larly popular in the silver* market.

Paradoxically, warnings from the U.S. Justice Department about anti-trust legislation have tended to discourage producer participation in the lead and *zinc markets, and has cast a* shadow over the future of the European producer price for zinc — currently at a large premium *to the LME "free"* market.

The tin market also broke *loose this year to some extent* from the limitations imposed by the buffer stock of the International Tin Council when the price rose through the "ceiling" of the International Tin Agreement after the buffer stock holdings were exhausted over a relatively short period.

However the failure of copper prices to rise as expected has led to renewed pressure from the developing countries in particular for some kind of price stabilisation.

The UN Conference on Trade and Development is very much committed to the buffer stock principle as part of its integrated programme, with copper as one of the ten "core" commodities. But the Council of Copper Exporting Countries (CIPEC), now with an enlarged membership, has moved perceptibly in favour of closer links with consumers and joint *consultations as to how to* achieve the greater price stability both sides want.

This dialogue has become enmeshed with the general UNCTAD debate on commodity pacts and may, therefore, not make the progress possible if producers and consumers of copper had been left alone to work something out. But if the price of copper continues to remain depressed, disregarding the fact that developing countries cannot afford to produce at a loss during times of raging inflation, then some positive action may have to emerge that could severely reduce the importance of the LME as a pric*ing media*.

However, the Metal Exchange can claim with some justification that it has done a lot for the producers, including the developing countries, during recent years in providing from outside sources the financing of the heavy surplus stocks that would otherwise have had to be met by the producer. There is little doubt that long-term investors and speculators have helped keep copper prices much above the level justified by normal supply-demand considerations.

The banks, and other financial institutions, have also played a major role in carrying the cost *of the huge surplus stocks by* using the mechanism provided by the London Metal Exchange, which is currently holding record stocks of copper and zinc in its warehouses, as well as sizeable amounts of lead, tin and silver.

This achievement in attracting financial support for metal stocks is reported to have attracted the attention of aluminium producers, who have to bear the costs themselves at considerable hardship. It has *led to hopes of a possible LME* aluminium futures contract being introduced.

However, once again the idea seems to have come up against strong opposition, so the exchange is unlikely to start its second century of trading with a new market.

But the growth of interest in commodities, and metals in particular, as an alternative source of investment providing some protection against currency and inflation fears could mean a changed role for the exchange in future, especially if a "clearing house" system is finally introduced.

1 The exchange has demonstrated that speculation can play a valuable role in providing financial help to producers in developing countries just at a time when it is needed most. *But the threat of more controls* persists.

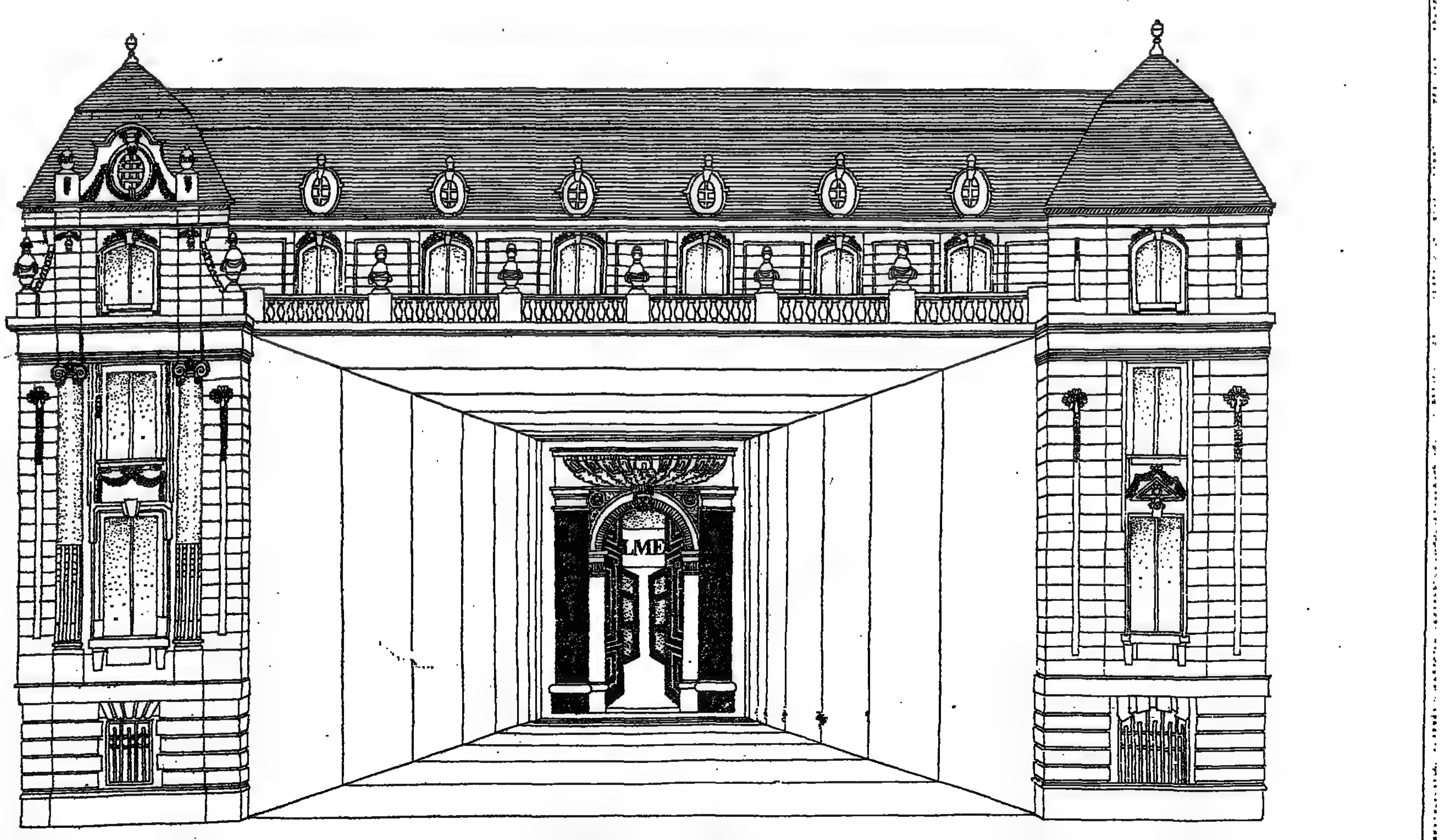
For the moment the markets are faced with tough problems in tackling the chaos created by the breakdown in currency rates, with some countries like the U.K. *faced with paying* much more for their metals at a time when surplus supplies are bringing historically low prices in other countries with "strong" currencies like West Germany. Assessing the price impact on supply and demand in this situation is extremely complex, but it is a task the exchange has to achieve almost every day.

WESTERN WORLD REFINED COPPER

Thousands Metric Tonnes

	Actual			Forecasts		
	1973	1974	1975	1976	1977	1978
World stocks start year	1,283.0	1,085.0	1,747.9	2,527.5	2,987.5	3,473.5
Refined production	6,684.3	6,947.2	6,252.1	6,518.0	6,980.0	7,451.0
Refined consumption	6,942.3	6,464.5	5,490.4	6,128.0	6,544.0	7,248.0
Net imports/exports	34.0	(16.0)	10.0	70.0	50.0	50.0
World stock year end	1,085.0	1,747.9	2,327.5	2,987.5	3,473.5	3,726.5
Ratio stocks to consumption %	15.6	27.0	46.0	48.8	53.0	51.4
Month stock (Based on annual consumption)	1.9	3.3	5.5	5.8	6.3	6.2

Source: Copper Trends 1970-78



Investing in uncertainty

THE LAST couple of months has seen a sharp fall in the price of copper and dealers now believe that a number of institutional investors have liquidated their holdings and so added to the factors that are sending prices down. Those of them that were astute enough to buy into the market over a year ago have come away with a considerable profit.

Despite the bearish outlook for the metals in the short term, the market believes that many other investors are still keeping their holdings, considering them to offer a unique hedge against inflation and currency fluctuations.

Alternative

For a number of years the institutions have been involved in short term investment in the commodity markets, as an alternative to the money markets. The contango, that is the premium of the three months price over the cash price, provides a useful method of dealing with short-term funds. Companies can thus *enjoy* a yield of around 16 per cent. on copper at the moment by *buying cash metal and selling* the three months position. To do this the investor finances the purchase of physical metal in return for a fixed payment for the metal in three months' time.

Since about April last year, the more traditional role of the commodity markets has been extended so that institutional investors have been prepared to take delivery of the metal, which is nearly always copper, and to hold it for long term investment purposes.

It is difficult to gauge the extent to which this been taking place, particularly since dealers *may not always know for what* purpose purchases are made. It was generally agreed that the quantity of investment buying during the early part of this year was one of the factors pushing up the metal prices and also contributed to the steady increase in LME stocks. According to market rumours as much *as 200,000 tonnes of the 569,550* tonnes of copper stocks held by the LME may be kept for *investment purposes.*

The arguments for holding commodities are based on the *desire to get back to solid* measures of value, when paper money is becoming more and more distrusted. Unlike gold or any shares in a company, copper, it is maintained, must always hold its value over the long term in all circumstances short of Armageddon.

The falling pound simply *underpins prices on the metal* exchange, and the sick state of the British economy is of little consequence when dealers are more concerned about the potential demand from the U.S. and Europe. Thus commodities offer a simple way of breaking away from local economic influences. What is particularly attractive about this form of investment for Britons is, that unlike investing in foreign shares, there is no *penalty* in the form of the dollar premium.

With such advantages it might be considered surprising that that there is not more long term investment in the markets. There are, *of course,* disadvantages in this kind of investment, chief among them being that commodities involve a negative yield. Anyone taking a cash delivery is forced to pay insurance and warehouse charges.

The insurance costs are not in themselves high, being non-perishable, and there is little that can happen to copper, except it being stolen. The actual premium will depend on whether the warehouse is covered or just surrounded by a wire fence, but it will work out at around £5 per £1,000 value per annum. The warehouse costs themselves are more substantial. They vary from between £3.50 to around £4 a week for each copper warrant, which represents 25 tonnes of *metal.* This means that the actual cost of holding the metal will be somewhere in the region of 1 *per cent.* apart from the income that is lost *on it.*

While over the long term *copper is likely to hold its value,* short term fluctuations can be very sharp, largely owing to the amount of metal which is bought on margin, which can intensify short term troughs and peaks. The metal therefore cannot be considered a suitable vehicle for institutions who need to keep their funds relatively *liquid. Unless they judge the* market cycle correctly they can find themselves locked in until the price rises, or forced to take a loss.

The disadvantages can nevertheless be *over-emphasised* and much of the reason why investment is not greater in the commodity markets can be attributed to the fact that as a relative newcomer on the scene it is still not considered wholly respectable. Anyone doubting this can soon be convinced by the impossibility of discovering who holds stocks of copper. True commodity funds are run by heavyweights Rothschilds, Save and Prosper, Warburgs and Surinvest, but it is estimated that their total funds devoted to commodities by these offshore unit trusts came to only just over £50m. This is tiny compared with the amounts *rumoured to be held by other* investors.

Apart from Surinvest, which has separate copper and *silver* funds, all the other funds have a mix of commodities. Warburgs, whose Metals Trust is the biggest, valued at £21¾m., still only holds 55 per cent. of copper; the proportions held by Rothschilds and Save and Prosper are much less. It is quite possible that the market *rumours* of the amount of investment money is grossly exaggerated.

Of course, not all the funds invested by the commodity trusts come from institutional investors. Warburgs' trust is only open to pension funds, charities and similar bodies but Surinvest caters almost wholly for the private investor. Nevertheless, the Commodity Trusts are well placed to gain institutional *business as Pension Funds will* normally be banned from operating directly in the commodity markets, rather than through such intermediaries.

On the whole market men feel that much of *the investment* money which has come into the *LME is derived from abroad.*

Foreign

It is, indeed, from overseas sources that dealers are expecting to see the bulk of the growth, which they argue is inevitable, in direct commodity investment — provided that is, that there is no Government interference. *The lack of respectability* stands not only to deter the traditional-minded *British investor but his more* cautious foreign counterpart.

The Government action *against zinc speculation* in the summer has sparked off fears of further intervention despite the assurances given by Government economic adviser Harold Lever. The recent submission by Labour MP Mr. Jeff Rooker to the Lords Select Committee investigation into commodity prices, that all currency and commodity speculation should be banned, has heightened the feeling of disquiet.

In an important sense even long-term investment in commodities can always be considered as speculation, in the sense that it is not channelling funds into anything productive but is simply waiting for a capital gain. *This is a criticism* to which the commodity companies are particularly sensitive *and they are quick to point out* the advantages of investment money in the markets. But there are still fears that even though the Government may be convinced of their case, the very debate may damage overseas confidence in the LME.

Change

Any further explosion in investment business is almost *bound to come from abroad.* As long as commodities remain outside the provisions for trustee holdings, the vast funds managed by the insurance companies and the authorised unit trusts cannot be directed towards them, however good their potential return. There is unlikely to be any change in such regulations in the near future.

Meanwhile other British investors, *who indeed may not* have the freedom to divert funds to Comex, may be discouraged from this form of investment until the tax issue has been decided. The Inland Revenue has so far been inclined to treat short term gains on commodities as income, so attracting a higher taxation rate than capital gains tax. It has not yet been determined whether or not the commodity *trusts will be able to escape* this penalty.

However, now that gold is under the cloud of the IMF sales, commodities seem uniquely placed to fill the posi*tion of a measure of real worth.* Copper has so far enjoyed the most attention because of the *size and sophistication of* the market. But already dealers are expecting interests to widen. One dealer from Bache considered that the coffee and cocoa markets could attract growing investment monies, albeit for shorter term investments. Others mentioned lead as a potential investment vehicle.

Since the LME must compete against the other major world commodity markets, whether or not it will benefit fully from the growing trend must depend on Government action. Those who are seeking to detach their funds from their local economic *conditions will not be tempted* to put them into the LME if they believe that a Government directive is likely to cut the value of their holdings overnight.

Susan Glascock

Editor: World Commodity Report

Hedging against the future

ANY TRANSACTION in the market place is subject to risk, and this is as true of the London Metal Exchange as any other. Sellers want the most for *their wares, buyers want to pay* the minimum. Producers seek the highest prices, consumers seek the lowest. The prices obtaining in the market place reflect the point at which the needs of buyer and seller meet and this point is subject to variables like the level of supply and demand and the *availability of finance.*

Against the background of these complexities, hedging is the practice frequently used on the LME by the metals industry in its widest form to balance its books. Often considered *as a form of insurance,* it is more in fact an exercise in arbitrage, matching up deal*ings in one market against deal*ings in another. By limiting exposure to price risks, the idea is to cancel out the possibility of losses through marked price fluctuations.

Broadly the buying or selling of metals in the physical sense is matched by taking the reverse position in the futures market, the LME. Losses on one deal may be counter-balanced by *profits on the other. At a very* basic level, the mechanics are quite simple.

In a recently published book, Robert Gibson-Jarvie, the LME's Executive Secretary, gives an example of an uncluttered hedging transaction, working on the assumption that the pre*mium of three months metal is* £5 over the price of cash metal.

A merchant buys 100 tonnes of lead for delivery on a date within the next three months. He pays £250 a tonne, that being the settlement price on the LME on the day in question. At the same time he starts to cover this physical purchase by sell*ing 100 tonnes of lead on the* LME. The merchant receives the prevailing forward price of £255 and the contract is due for settlement on the date that the merchant expects to take delivery of the physical lead.

When this day comes the merchant sells to his customer the physical lead he has purchased at £250 for the day's LME settlement price of £265. *On this transaction he has made* £15 a tonne. On the LME itself he buys in his contract for the same price, £265, thus registering a loss of £10. But he is in pocket to the extent of £5 a tonne on the whole process.

Had lead prices declined on the LME during the course of the operation the merchant would still have made a profit because he could have bought in his futures contract for less than he sold it.

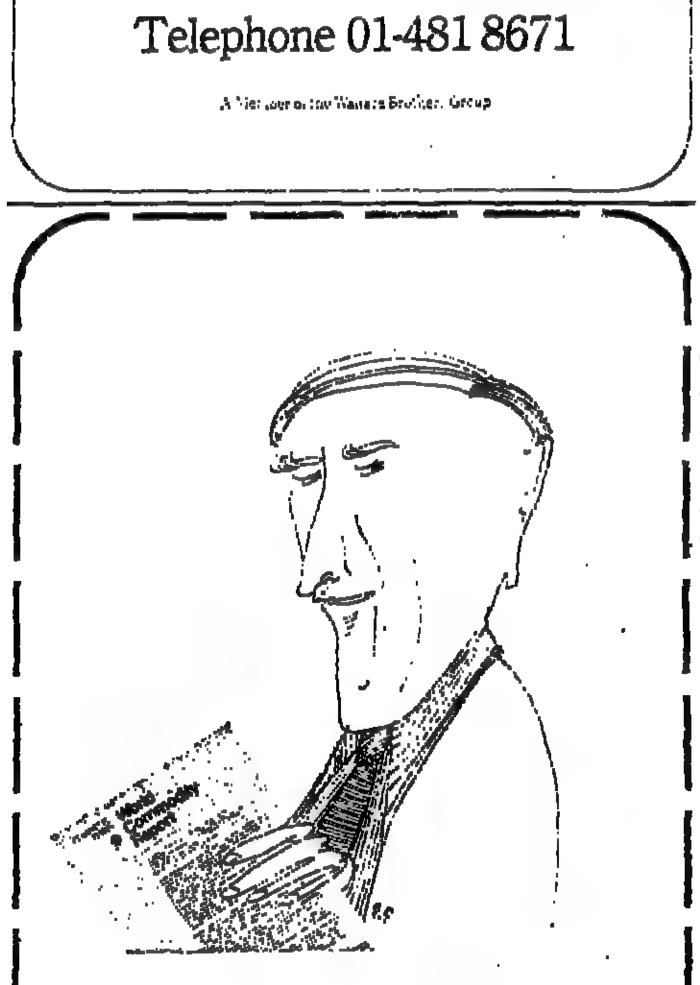
Variations

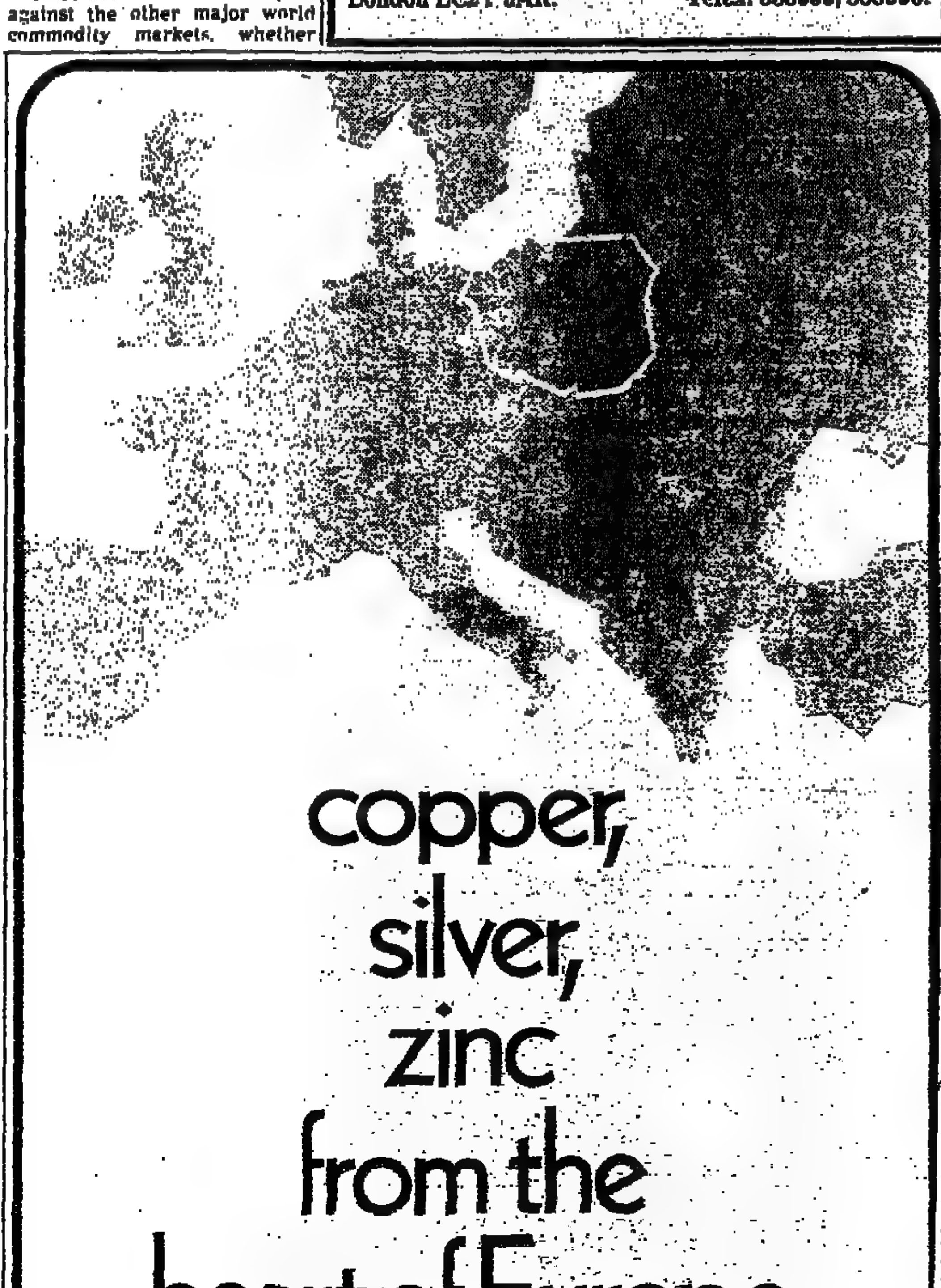
This is an example of a selling hedge. A buying hedge *would work in the opposite* fashion. But within the framework of the basic calculations there are many variations. Contracts in London can be set against others in New York, contracts can be carried over or changed depending on market movements and so on.

Hedging is the rock on which the LME stands. "It exists because of trade hedging. The rest is speculation," says one broker. And hedging is not a local phenomenon. The importance of the facility to the mining and metals industry is such that at least half the LME member firms are owned or controlled from outside the U.K.

The amount of hedging that *takes place on the LME is,* however, almost impossible to quantify, proportionate to total trading. Although *tonnage statistics* appear daily to enumerate the turnover in each of the five metals, the motives behind each deal remain hidden. But certainly the level of hedging business reflects international economic cycles and is inevitably greater at times of expan

CONTINUED ON NEXT PAGE





Charting out the markets

NY market the basic conditions determining price are supply and demand. case of metals the supply f the equation is considernere stable than it is for ible *commodities* such as and cocoa. Ore resources t be destroyed by natural mena such as floods, uakes and sudden frosts the case with vegetable pdities. But the machinery inging metallic ores into mption is by no means he from such natural ers.

the other hand metals d is probably less stable or cocoa, coffee and other ig commodities, as it ls, to a large extent, on evailing level of industrial y. It is this instability is bread and butter to oponents of the chartist l of commodity analysis. basic theory behind m is that price is the roduct once all other have been taken into eration. "Chartists" that by watching for the ence of patterns in their of price movements they redict subsequent movewith a precision that be matched by other ls of analysis.

belief is shared by a eculators who religiously eir market operations on novements and by many uld not dream of making e in the market without g what the charts fore- The latter attitude has to commend it as t dealing, particularly in S., has reached a stage it can almost be described ndamental market factor.

dition

chart analysts would be to the former view, r. Most see their n as a back-up to more nal analytical methods. eculator wishing to take ion in the market based damental considerations be advised to time his into the market with ce to charts, but few analysis would have the y to suggest that he his fundamental s entirely with chart s.

layman tends to view the ts' role in an overed manner and this is a t source of annoyance to analysts. The days of aple line chart with its tops," "head and ers" and "double s" are long past and nalysts are now equipped ar more sophisticated ues.

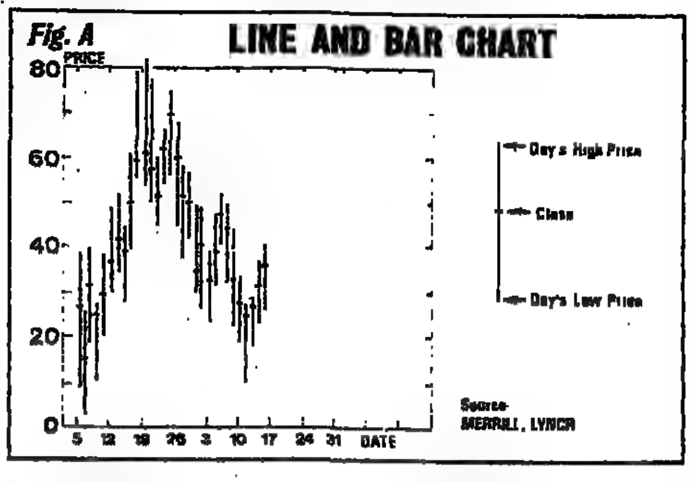


Fig. A LINE AND BAR CHART

Source MERRILL LYNCH

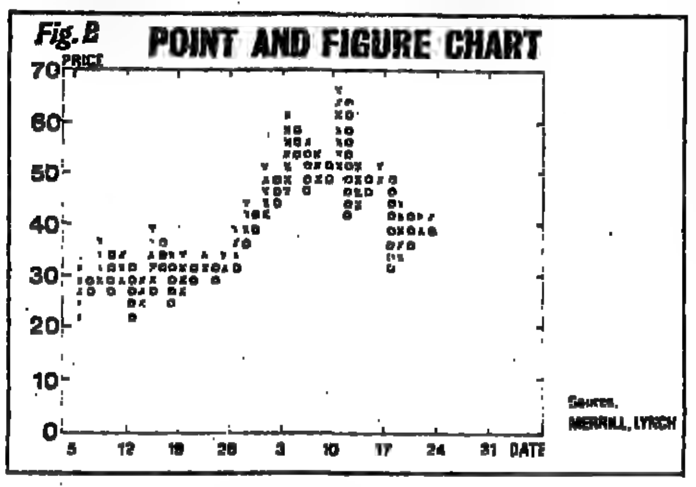


Fig. B POINT AND FIGURE CHART

Source, MERRILL LYNCH

line chart still performs l function in the historical representation of market movements but for prediction purposes the major analytical tools are now the line and bar chart (figure A), the point and figure chart (figure B) and the moving average.

The main function of the line and bar chart is the identification of major changes in market trend. The vertical line represents the day's trading range and the short *horizontal* bar the closing price. This construction is used to establish "trend lines." The trend line is a straight line drawn between three or more high or low points on the trading range lines, the high points being used for downtrends and the low points for up-trends. The strength of the trend is indicated by the number of low points (in the case of uptrends) or high-points (in the case of down-trends) which actually touch the line. If the trading range line breaks through the trend line at any time this is taken as a minor indication of a change in trend and if the price actually closes above a downside trend line or above an upside one this represents a strong indication of a trend change.

The point and figure chart (figure B) is used to spot breakouts from sideways trends or "consolidation areas." Here the width of the sideways move is taken to be directly proportional to the size of the potential rise or fall, and the likely direction of the move is indicated by the preponderance of trading at the higher or lower end of the range within the consolidation area. A preponderance of low-level trading indicates a rise while a preponderance of high-level trading indicates a fall.

The x's in a point and figure chart indicate upward movements while the o's indicate falls. In the illustration a "one box reversal" system is used so that a new vertical line is established every time a change in direction takes place. If a two or three box reversal had been chosen a new trend would only be established by a two or three point reversal in the trend.

The third major type of chart is the more familiar looking moving average. Two moving averages of different scales are plotted simultaneously. Here the movement of the shorter average above the longer is taken as a buy signal and its movement below the longer average as a sell signal. The theory behind this is that when a significant movement does take place the speculator should find himself holding the appropriate position.

But no chartist would suggest that any one of these charts be followed in a vacuum. Cross-reference between them and resort to further indicators is necessary to a sensible investment strategy.

In the illustrated point and figure chart, for instance, there is no clear signal of the likely direction of the indicated movement. But reference to the change-of-trend indication in the corresponding line and bar chart could well fill this gap. If further elucidation were still required the chartist could fall back on such tools as the overbought-oversold oscillator (based on open interests in the market) and the momentum oscillator (a near-term indicator based on price differences over short periods).

But even assiduous attention to these considerations (and others far to abstruse to go into here) are likely to leave gaps which can only be filled by experience and inspiration. As one chart analyst commented to me "chartism is an art not a science."

Richard Mooney

Hedging

CONTINUED FROM PREVIOUS PAGE

sion. For most industrial concerns using the LME, the amount of hedging reflects their use of the physical metal.

Among the different metals, copper as the most heavily traded LME commodity is *ipso facto* the most extensively hedged. At the other end of the scale, dealers suggest that there is only minor interest in hedging silver.

Equally no figures exist to define the exact amount of hedging by any particular sector of the industry. While the LME facilities are as relevant to producers as to consumers, it seems that the mines hedge less than those who use their products. And within that generalisation, the producers tend, it is thought, to use the LME more when prices are advancing, reflecting high demand or the expectation of it, than when they are retreating.

Indeed one of the features in the climbing market of 1973 was hedging by the mines, according to London brokers. The intention was to register the differential between the moving market price and the level at which actual sales were being made from the mine, which would have been dependent on LME averages over perhaps a month or three months, dependent on the contract.

But the mining interests were less visible on the market as prices moved down. Any intervention which might have suggested the mines were trying to support prices, although that might not have been the original intention, would have left them very exposed. To have been left with substantial supplies of metal at a time when prices were low, perhaps not even covering the costs of production, would have been extremely damaging in financial terms.

The most extensive hedging is conducted by merchants and the manufacturers engaged in the primary processing of the metals. Manufacturers who produce the metal end-product tend to be less attracted. There is also some hedging by scrap merchants, although their dealings are restricted because secondary metal prices tend to move independently from those on the LME.

The advantage of the LME to *both merchants and first-stage* fabricators has been clear in recent weeks. Brokers explain that when the market fell end-product consumers thought it would be beneficial to build up their stocks. The first-stage fabricators, with yearly supply contracts drawn up on a monthly quota basis from the producers, found that they were using up these quotas more quickly than they had anticipated. They therefore bought copper on the LME to cover their book, even though by the time they need to make delivery, supplies from the producers may have built up again.

But consumer hedging is by no means universal, either in the early or late stages of processing. Reasons for this absence from the market are varied. Some manufacturers accept fluctuations in raw material prices as a natural risk of business and hope merely to pass them on to consumers, something that *is* becoming more difficult to achieve at a time of restraint at home and of a tendency by overseas buyers to wish to exclude automatic price increases from contracts.

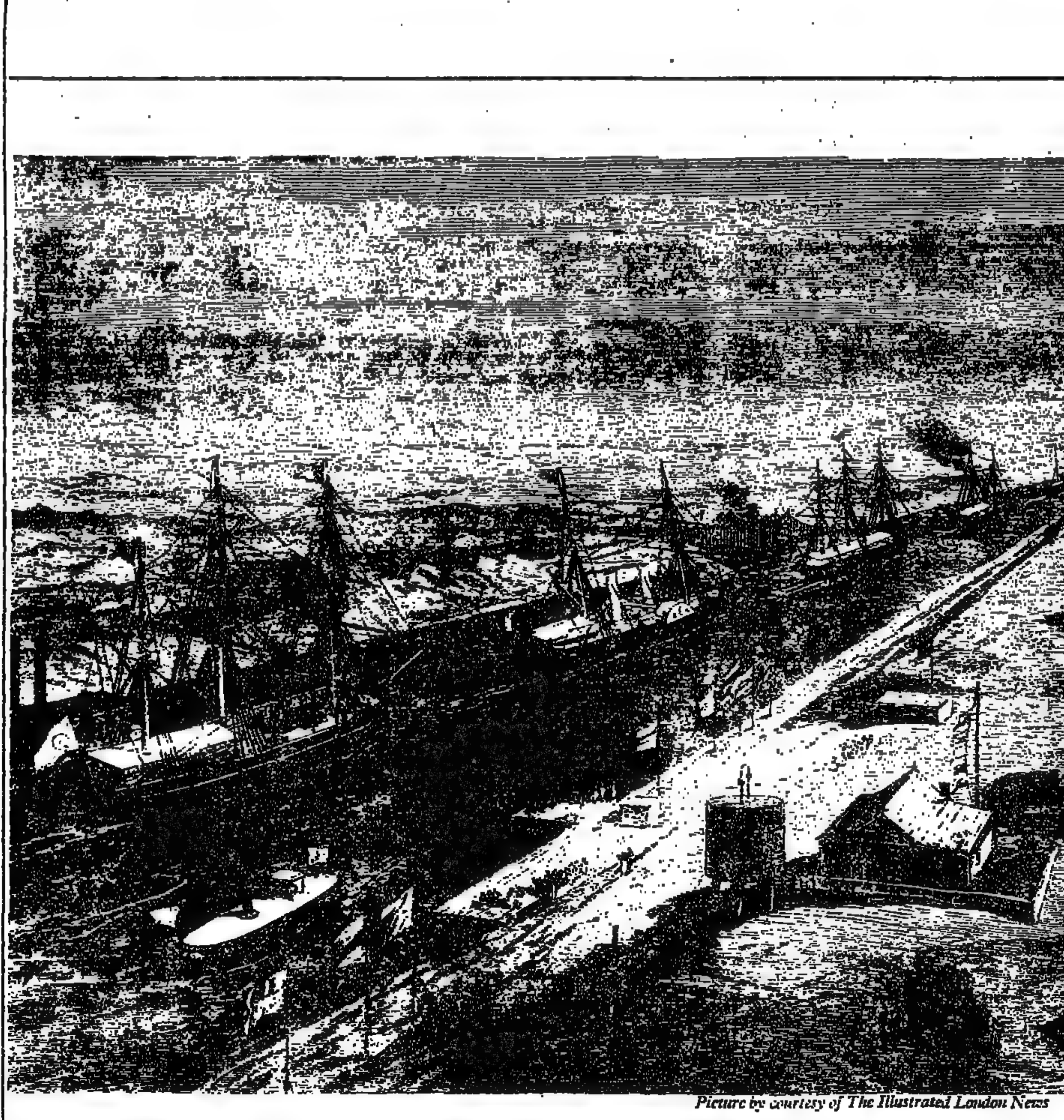
Facilities

Other consumers have taken the attitude that if their sales are on a back-to-back basis, that is to say that what they intend to buy they have already sold, there is no necessity. Others again have never been involved in hedging and see no reason to change, or are simply ignorant of the facilities that exist. In some there is a feeling that their stocks are not large enough to warrant the expenditure involved in employing somebody to watch and act on the market especially when the *making of profits on the LME* is not necessarily the primary consideration.

Protagonists of the LME are generally contemptuous of these arguments. They see as nonsense comments by company chairmen which blame fluctuations in metal prices as a reason for falls in profits, contending that a failure to use the LME is as speculative as possessing a house without fire insurance cover.

To be sure, the LME, like other futures markets, offers a way of reducing the hazards inherent in the purchase of physical commodities. The LME is not after all the haven for speculators that it is sometimes made out to be. The market was established by the trade for the trade, which has found that it needs speculators to take some of the risks.

Paul Cheeseright



The metals

John Edwards assesses the changes that have overtaken the metal market during the past year, and looks at the influences that are likely to affect them in the future.

Copper

COPPER HAS proved a great disappointment to those, including producers in developing countries, who expected to see a price "explosion" this year as the industrial recovery brought better demand and reduced surplus stocks.

Forecasts of copper reaching £1,000 a tonne by the end of 1976 were common at the beginning of the year and would have found even more supporters if it had been known that sterling was going to fall to its present low level against the U.S. dollar. But in the event, despite the fall in sterling and despite continued inflation in production costs, copper prices have shown only a modest increase and could well move lower in the next few months.

After building up steadily from below £600 a tonne to nearly £1,000 a tonne in early July, the market has subsequently gone into reverse losing some £200 to the £800 a tonne mark and some forecasters are predicting lower levels before the year is out. U.S. copper producers, who managed to lift their domestic prices twice from 66 to 74 cents a lb. have now been forced to cut back to 70 cents and may well have to go back to 66 cents again.

Build up

On the Metal Exchange meanwhile the build-up in warehouse stocks, which had slowed down noticeably earlier in the year, has resumed with total stocks now an all-time record of 572,800 tonnes against just over 500,000 tonnes at the beginning of the year.

The setback in the industrial recovery, particularly in the U.S., is behind the recent weakening trend in copper prices and renewed build-up in stocks. A further heavy blow to the market was the sharp rise in interest rates that makes stocks more expensive to finance and discourages speculators from investing in copper.

The latest survey on "Copper Trends" by Amalgamated Metal Trading, just released, *suggests there is worse to come* before the market starts to recover. It claims that the main priority of Governments in industrialised countries of reducing the rate of inflation will keep any recovery in economic activity to modest proportions for the next two years. In the meantime plans for expanding copper production, already in hand, are likely to go ahead and the surplus of supplies will continue to increase.

The survey estimates that the *rise in world stocks during the* second half of 1976 will be in the order of a massive 574,000 tonnes—the largest stocks rise in any single six-month period since the *second World War.* This increase far and away offsets the deficit of 114,000 tonnes in supplies estimated by the survey for the first six months of the year when a demand rise of nearly 20 per cent. meant consumption exceeded new production. It is forecast that demand will fall back by 15.6 per cent. in the second half of the year at a time when some of the production problems that hit African producers in the first half should be eased, if not solved completely.

Altogether it is predicted that copper consumption *during 1976* will be only 11.6 per cent. up on the very low 1975 level and will only get back to the peak 1973 figure by 1978.

Production of refined copper is expected to rise by 19 per cent. to 7.45m. tonnes during the 1976-78 period, while demand will go up by 32 per cent. to 7.25m. tonnes. If correct, this will mean stocks rising to 3.7m. tonnes by the end of 1978.

The trend for prices is less clear. At present, levels well over 50 per cent. of copper production is operating at a loss, and this cannot go on for a long period without serious repercussions for the future. Already it is calculated that a price of $1 a pound at least is needed to justify opening a new mine.

For developing countries, dependent for their livelihood on copper exports, the prospects of continued depressed prices is disastrous. Moves to establish a stabilisation scheme to ensure at least a minimum price have made slow progress, partly because of the link with the controversial multiple buffer stock proposed by the U.N. Conference on Trade and Development.

Stockpile

The U.S. also plans to build up a strategic stockpile of copper of over 1m. tonnes, but authorisation by Congress of the funds needed to acquire any stockpile materials is not likely to be gained until the fiscal year beginning October, 1977, and even then a cautious purchasing policy is likely to be adopted.

Meanwhile high interest rates are putting severe pressure on both trade and speculative holders of stocks. *However for* the long term investor in Britain the cost of stocks may well be compensated for by the continuing uncertainty about sterling.

The threatened U.S copper workers strike next July, when labour contracts come up for renewal, could well bring further hedge buying when the *prospects for a stoppage* can be assessed more accurately. Improved economic activity may also help boost prices, especially if new production cuts have been made.

Tin

THE PAST year has seen a remarkable transformation in the tin market. At the end of December the buffer stock of the International Tin Council *held over 20,000 tonnes of* surplus supplies, after having to buy some 8,000 tonnes in the September-December period to stop the market falling below *the "floor" price of $M900* a picul in Malaysia. Stringent export controls were also in force. Nevertheless the buffer stock had to call on huge extra financial resources to stop the market collapsing: only sterling held LME values above £5,000 a tonne.

Some 12 months later the buffer stock holdings have virtually disappeared after a vain effort to stop prices going over the Tin Agreement "ceiling" of $M1,200 a picul; export controls have been completely removed, and London prices have reached record levels—trading at over £5,000 recently.

No one has yet fully explained why *demand for tin,* normally a laggard compared with other base metals, has been so consistently strong. One explanation is that tinplate demand in the U.S., particularly, has strengthened considerably, with the canning industry making something of a comeback in regaining sales: *certainly this would coincide* with the surge in demand coming during the traditional U.S. canning "buying" period in the second quarter *of* the year *before the crop harvests. It is* not, however, confirmed by U.S. Bureau of Mines statistics for the first half of 1976, which showed that a rise of 25 per *cent. in tin consumption* was attributable to increased amounts used for solder, bronze and brass manufacture, chemicals and tin powder. Tin*plate usage was marginally* lower, although June consumption showed an increase and new long-term development incentives offered to U.S. can*makers suggest that tinplate is* winning back some lost markets.

The setback to the economic recovery could well hit demand for tin again, as happened in 1975 when consumption fell to 173,100 tonnes compared with the peak of 213,900 reached in 1973. But it is worth noting that in the past 15 years new production has only exceeded consumption on four occasions. The supply deficits have largely been made up by sales from the U.S. strategic stockpile. The stockpile objectives have been revised once again theoretically leaving more surplus tin available for sale. But for the present only around 3,000 tonnes is authorised for disposal, and it may take considerable time and political effort for Congress to approve further sales

Although the U.S. is now for the first time a member of the Tin Agreement, it is considered unlikely that it will make any contribution to the voluntary buffer stock unless a new Administration adopts a different attitude. If the expected shortage of tin supplies persists, therefore, producing countries *may decide that consumers are* not fulfilling their proper role when the Agreement comes up for review next year. Meanwhile the fundamental supply-demand *for tin suggests* that present price levels will be at least sustained, unless there is widespread selling of speculative holdings believed to have been built up or another economic recession develops. So far the higher prices have only helped to slow down the slide in production in certain areas, such as Malaysia, but there is little prospect at present of expanding output sufficiently to meet any further rise in consumption.

Lead

LEAD PRICES have shown great stability during the past year in sharp contrast to some other metals, notably its "sister" metal, zinc. Although lead *producers are no longer* supporting the London Metal Exchange market as they have done in previous years, prices have moved steadily up during *the past 12 months from around* £160 a tonne for cash lead to the present level of about £280. The recent setbacks, which have badly hit other metals such as *copper have had much less* effect on lead, following sustained consumer buying interest and a sharp drop in LME warehouse stocks.

The underlying strength of the market has been provided by the buoyant demand for batteries—the main outlet for lead—and in the case of London sustained buying from Eastern Europe, apparently reflecting a setback in Soviet Union output.

Recession

LME warehouse stocks have been cut back from a record level of 89,500 tonnes reached in February to the present total *of just over 60,000 tonnes.* The stocks decline also reflects reduced scrap production as a result of the industrial recession last year hitting the *recovery of lead that normally* arises from investment in new production of batteries, in construction and in the many other uses of lead. As a result previous *cutbacks in production* of primary lead have largely been restored. Demand for lead has benefited not only from the resurgence in the automobile industry, but also from a big shift in the U.S. towards the so-called "maintenance free" lead-calcium batteries which *require greater quantities* of primary lead, with a lower bismuth content than the antimonial lead batteries.

This technological change in battery manufacture could have a significant impact on lead in the future, with two contrasting effects. Demand for primary lead should increase, but only at the expense of greater quantities of antimonial lead having to be refined into pure lead. At the same time a longer life for batteries would reduce the amount of lead used for this important market in the long term. So while the short-term outlook for lead is still favourable, except in the case of bad economic recession developing, the longer-term prospect is clouded by the success or otherwise of the maintenance-free battery; the difficulties in expanding electric powered cars at an economical rate: and the general move in industrialised countries to eliminate lead from petrol.

Zinc

THE ZINC market has suffered a depressing time during the past year, and prospects at present are not looking too good. On the London Metal Exchange the price of cash zinc at under *£390 a tonne* at present shows little advance on the beginning of 1976, when it was £340, bearing in mind the fall in the value of sterling since then and the continued inflation in production costs. U.S. producers, who opened the year with a price cut to 37 cents a pound, a price which was belatedly lifted to 40 cents in August, have now moved back down to the 37 cents level in view of the lack of consumer demand. Indeed it is doubtful whether many consumers paid the higher price since it was announced when consumer stocks had been built up and little was sold when the 40 cents quotation was officially in force.

The official European producer price was switched to a U.S. dollar quotation of $795 a tonne at the end of last year because of the fluctuations in the value of sterling, and therefore rose to U.K. consumers from the previous level of £390 a tonne. But it is no secret that many consumers received discounts in an effort to maintain sales which remained sluggish despite the revival in demand for other metals. Confirmation of reports that zinc has suffered badly from the recent setback in industrial activity is provided by the sharp rise this month in LME warehouse stocks to a record level of some 113,000 tonnes, compared with around 60,000 tonnes a year ago and 46,000 tonnes in April.

The rise in stocks has come despite some sharp production cutbacks by producers in an attempt to maintain price levels by bringing supplies more closely into line with demand. Cuts of as much as 40 per cent. of total capacity were announced, although there are some doubts over how many plants are voluntarily operating at this level. It was argued that lower prices would not result in any extra sales and that, therefore, it was more logical to reduce production than attempt to sell larger quantities at unprofitable prices. However, there are now distinct doubts as to whether this strategy has not misfired. It appears that maintaining the price of zinc, at a time when competitive materials were being reduced in cost, has been an important influence in losing sales of zinc in the important diecasting market, especially the larger castings.

The setback generally in demand for zinc, when a recovery appeared to be building up previously, must be a source of concern for producers in view of the heavy stocks held worldwide. An opportunity for informal discussions will be provided by the annual Lead-Zinc Study Group meeting in Geneva next month, when member countries submit supply-demand estimates for the year ahead.

Speculation

Earlier joint moves by zinc producers to prevent LME *values from falling* too much below the official producer quotation appear to have petered out, and the market has been left to go its own way. In *May came the freeze on speculative* trading imposed by the LME at the behest of the Bank of England, which was worried by the large percentage of *speculation as opposed to trade* business shown in the March and April returns. Trading has now returned to normal after the ban was lifted in July, but understandably there is some speculative nervousness that a renewed ban might be enforced in a market where trade interest is at a low ebb.

Silver

THE London Metal Exchange silver market has become of increasing importance in reflecting the price movements of this volatile metal. Although still overshadowed by the bullion market in London for physical transactions, and by the U.S. markets in Chicago and New York for volume, the LME silver contract has been particularly attractive to speculators wanting to hedge against currency and inflation fears.

With the collapse in gold prices this year, silver has to a large extent re-established its role as a favourite hedge against currency uncertainties although it is an industrial rather than a monetary metal these days.

A noticeable influence in the market is the movement in the price of grains in Chicago, presumably as these have an impact on inflation. In fact although silver prices have moved predictably on occasions the underlying trend in the past year has always been upwards, moving from a low of 199p to a high of over 280p an ounce in July, before settling back to the present level of between 250p and 260p. This does, of course, to an extent reflect the pattern of the industrial recovery in the U.S. and the setback suffered in the second half.

Consumption

Silver production, much of which is a by-product of other metals, is traditionally well below consumption, but increases or decreases according to the strength of industrial demand and the price level at which private stocks are supplied to the market by India and a host of other sources.

In some ways, therefore, silver is an excellent indicator of the economic climate and industrial outlook no longer being so much influenced by the monetary considerations that beset gold. With a permanent contango (discount of cash against the forward price) because of the large surplus stocks held, the silver market is used widely by financial institutions as a means of obtaining a competitive interest rate, and it has also attracted in recent years a considerable tax "straddle" business that is being increasingly frowned upon by the U.S. Futures Trading Commission in particular.

Moves to reduce tax "straddle" business on the LME have been taken in recent months. But silver remains a highly popular market for speculators and inevitably, therefore, attracts a good deal of criticism.

Nevertheless silver is an industrial metal that has been prized as a precious metal for many centuries. It offers one of the easiest and popular ways of protecting funds against changes in paper currencies, no longer so much because of its vanishing role in coinage but because of its industrial uses that continue to exceed new production.

FARMING AND RAW MATERIALS

Recovey n sugar narket

y Peter Bullen

RLING'S RENEWED weak- late yesterday enabled ld sugar market values to g off earlier losses and end ntly higher on balance. On London Terminal Market, ch sugar closed £1.6 up at 1,275 a ton.

alues had been depressed ler by news from Brussels the EEC Commission had orised the sale of 36,500 es of sugar for export at its dy tender—the second suc- ive week it has approved 30,000 tonnes for export.

iter, unconfirmed reports a Brussels suggested that the mission is also to hold a er on November 24 to sell 0 of the 76,000 tonnes of r in EEC intervention ts.

nute James reports from ston, Jamaica: Mr. Percival erson, the Jamaican Foreign le Minister, told Parliament night that the multi-million r sugar deal between aica and Iran, and which has suspended by the Iranian ernment, would be pursued he highest dipolmatic level. nal consultations between two countries were being ated.

ussia eager or farm links ith Manila

MANILA, Oct. 27.

SOVIET Union which estab- d diplomatic relations with Philippines earlier this year, aking to send an agricultural ion here, Mr. Arturo Tanco, Agriculture Secretary, said y.

eaking at a televised Cabinet n, Mr. Tanco said one of hatters the Soviets hoped to ie was the establishment of nt venture fisheries industry the Philippines.

wever, President Ferdinand os said that in earlier dis- ons the Soviet Union had dy been told that Philippine ild not allow such a venture hat was considered a sensi- area. But he added that juestion of a mission could onsidered and the Philip- should consider in what way the Russians could

er

London coffee prices soar to touch new peaks

BY RICHARD MOONEY

COFFEE PRICES soared further to new peaks on the London terminal market yesterday encouraged by the weakness of sterling and talk of Brazilian export cuts. At the close, the January position was £106 higher at £2,142.5 a tonne.

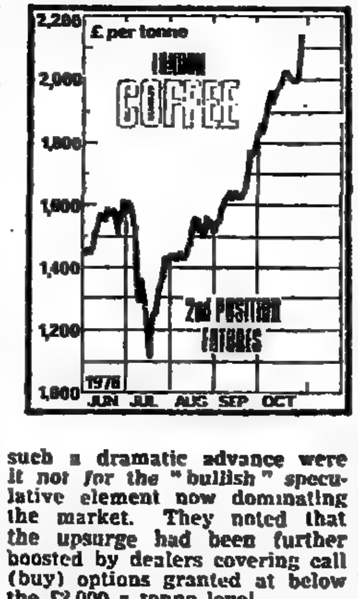
The market had initially traded a little lower but this trend was quickly reversed as heavy speculative buying set in. Dealers said the trade remained on the sidelines.

The Brazilian export cut *reports emanated from Rio de* Janeiro where Sr. Camillo Calazans, president of the Brazilian Coffee Institute (IBC), told a local newspaper that substantial coffee export business in the past few days would force Brazil to reduce its sales overseas to preserve stocks.

He said the IBC will have to act shortly to make "a reasonable increase" in the external price of Brazilian coffee, which would result in a considerable cut in shipments from Brazil in the first quarter of next year.

This has been taken to mean a further rise in the export tax (contribution quota) that Brazil charges on overseas sales. Moves to increase Brazil's coffee export prices had been widely expected before the announcement, earlier this month, of a lower-than-expected, $5 a bag (60 kilos) increase.

London coffee traders agreed, however, that the factors affecting coffee yesterday would have been unlikely to have resulted in such a dramatic advance were *it not for the "bullish" specu*lative element now dominating the market. They noted that the upsurge had been further boosted by dealers covering call (buy) options granted at below the £2,000 a tonne level.



Cocoa futures also reached record levels yesterday with the March position closing £11 up at £1,828.5 a tonne. After opening lower, cocoa prices were lifted by currency consideration. But the market became nervous following news that several U.S. manufacturers were raising their chocolate bar prices. New York opened firmer, however, and this dispelled most of the London traders' fears allowing the upward trend to resume. Further pressure on sterling took nearby cocoa prices to £40 higher on the day at one stage, but the gains were trimmed by late profit-taking.

Confirmation of the "bullish" cocoa market tone is provided to-day by the latest report from London merchants Gill and Duffus, which warns of "a considerable shortfall in 1976-77 production" coinciding with "a surprisingly strong recovery" in consumption.

The report gives no actual estimates of 1976-77 crops but suggests that the Ghana main crop could fall short of the 1975-1976 figure by "well over 50,000 tonnes," and the Nigerian crop by 60,000 tonnes. The Nigerian figure could be the lowest for 15 years, Gill and Duffus notes. The Cameroun main cocoa crop is unlikely to exceed that of the previous season while Brazilian production may be 200,000 bags lower, the report adds.

'Local' metal stockpiles backed

BY JOHN EDWARDS, COMMODITIES EDITOR

BACKING for nationally held stockpiles of metals, as opposed to international buffer stocks, came from two separate speakers at the American Metal Market forum in London yesterday.

Mr. Shimpei Omoto, president of Mitsui Smelting and Refining Company, urged other countries to follow Japan's example and build national reserves of metals. This could be a step towards an internationally controlled buffer stock of the kind envisaged by the U.N. Conference on Trade and Development.

Meanwhile, nationally held stocks would be more effective if both producers and consumers independently build up reserves, Mr. Omoto considered.

He said international institutes like the International Monetary Fund should finance such stocks in developing producing countries, with metals either used as collateral or purchased directly by the IMF.

At the same time Mr. Omoto claimed stability in international metal markets would be improved if commercial trade was expressed in terms of the IMF Special Drawing Rights.

Mr. Simon Strauss, executive vice-president of American Smelting and Refining Corporation (Asarco), also claimed that a number of buffer stocks operated independently by each of the major industrialised countries would probably have more of a stabilising effect on prices than a single international arrangement.

He put forward the thesis that uncertainty as to future events tended to stabilise markets. If instead of a single international buffer stock there were eight or ten national stocks, buyers and sellers would be faced with more uncertainties.

Mr. Harry Oppenheimer, chairman of Anglo American Corporation, reviewing the future for central and South Africa, pointed out that reserves of essential raw materials were not only the property of the local host country. Reconciliation had to be found between the conflicting interests of local governments and of the world economy. For example, the depletion of existing resources to meet the local government's needs might be bad for the country and the world.

Referring to the grave political problems facing South and central Africa, Mr. Oppenheimer said that the new regimes in Angola and Mozambique differed from those of other African countries.

If the Geneva conference failed and Rhodesia came under Communist control, this would affect the mining and metals industry throughout central and southern Africa—including Zambia.

● Metal prices rallied on the London Metal Exchange yesterday following the renewed weakness of sterling. The biggest gain was made by tin, where the three months quotation reached an all-time peak closing £142.5 higher at £5,175 a tonne. Lead prices moved up strongly, while copper and zinc prices made up earlier losses.

Colorado beetle check completed

VIRTUALLY ALL the consignment of Dutch rye seed in which Colorado beetles were found on a Wiltshire farm last week has been traced and checked, the Ministry of Agriculture said yesterday.

The total number of beetles found was 33, of which five were alive. All the seed, apart from that already sown on the Wiltshire farm, is being fumigated and cleaned to get rid of any beetles that may remain.

Those fields already sown before the beetles were discovered are being treated with insecticide. Next spring a band of potatoes will be planted round each rye crop to attract any surviving beetles from the ground and sprayed to destroy them.

U.K. fishing fleet 'too big'

ANY AGREEMENT on fishing limits will still leave the British fishing fleet too big for the stocks available, a Commons sub-committee studying the industry was told yesterday.

Delegations from the Ministry of Agriculture and Fisheries and Food and the Department of Agriculture and Fisheries of Scotland, agreed that the most pressing problem was the need for an early decision on Britain's fishing limits, and what stocks were available.

But Mr. E. L. Gillett, Fisheries Secretary of the Scottish Department, told the trade and industry sub-committee of the Commons Select Committee on Expenditure: "If we extended our limits exclusively against all other countries there would still be a major problem of over-capacity."

Japan may use more nickel

TOKYO, Oct. 27.

THE JAPANESE Ministry of International Trade and Industry has raised its estimate of Japan's total demand for nickel in 1976 to 34,900 tonnes from the original estimate of 28,200 tonnes, as demand from the motor and electrical industries is stronger than had been expected.

It said the revised demand comprised 31,700 tonnes for domestic consumption and 3,200 tonnes for export, against the original 28,200 tonnes for domestic consumption with no exports envisaged.

The Ministry also said total nickel availability had also been revised to 44,200 tonnes from 41,000 tonnes.

Reuter

COMMON MARKET

Isolationist farm policy criticised

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

THERE IS a strong criticism of the Common Agricultural Policy in a report* published by the Trade Policy Research Centre today.

"In the present international circumstances," says the report, "it is unlikely that the European Community, as a rich group of industrial countries, can continue to pursue a policy for agriculture that is totally isolated from general world conditions, and while the rest of its economic activities benefit from a relatively open system."

The report underlines the weaknesses of the present system, as being costly to both taxpayers and consumers, and open-ended in commitment to farmers. And it generates surpluses which are difficult to sell. There is in fact a danger, according to the report that the hostility of taxpayers and consumers to the cost of the system, could weaken the political stability of the European Community.

Distortions

In consequence the report suggests that the fluctuations of the Common Agriculture Policy will have to be separated between those which are essential for social ends, from those which promote an efficient European agriculture. The report does not put forward any specific proposals for altering the details of agricultural policy, but it does stress that the only real basis for future policy should be the international values of food commodities.

The reason for this is the belief that national policies should be directed to make sure that resources are employed in a way which appears most profitable at international prices.

The report criticises the failure of government to stimulate investment in agricultural production in the relatively under-developed countries, where in many cases costs of production are lower, but where output has been restricted because of the protection given to markets in more developed countries.

In a reference to distortions of trade by export subsidies or export controls (imposed for whatever reasons), the report recommends that in suitable cases, that is, non-perishable foods — both importing and exporting countries should take some responsibility for stockpiling in order to even out supplies to market demand.

Part of the report studies the effects of the Common Agricultural Policy on the distribution of income, both within the U.K. and among EEC Member countries.

"The Community's policy is designed to transfer income directly from consumers to producers. A member State's contribution is in this sense related to its food consumption. Income is transferred from net importers of agricultural commodities in the Community to net producers," it says.

"The CAP has arisen as a set of responses to pressures to protect farmers from outside competition. In spite of modifications during the 1972-75 period of high world prices, these pressures still exist," it adds.

"The forces acting on the European Community's agricultural policy, however, are more complex than the traditional desire for 'remunerative' prices by those who are engaged in farming and for liberal access to the cheapest source of food for those whose only interest in agriculture is as consumers. Governments are aware of the way in which international policies have an impact on domestic objectives and the development of the Common Agricultural Policy has effects on national economies unrelated to farm income or consumer price levels.

"It is in this context that the international transfers are significant. Unless or until payments, either direct or indirect, between member States of the Community become of no political significance, the income transfer effects of the Common Agricultural Policy will remain important."

Protectionism

The report comes at an opportune moment, because it does look as though surpluses of the main temperate foods, grain, milk products, meat and sugar, are appearing once more. But whether governments either in, or out of, the EEC will act collectively on the suggestions is very doubtful.

It is much more likely that agricultural protectionism, which was such a feature of most developed countries' policies during the 1950s and 1960s, and which was so much deplored by economists then, will be even stronger now that the nine main West European countries are joined in the Community, and the U.S. seems to be wedded under President Ford to more support for its own farmers.

In such circumstances, from which subsidisation is inescapable, the determination of true international prices is an impossible task.

**Agriculture and the State: British Policy in a World Context. Edited by Brian Darcy, T. E. Josling and Alistair McFarquhar. Macmillan, £15 nett.*

Pioneering countryside scheme praised

THE LAKE DISTRICT'S upland management experiment (UNEX) has proved so successful that it is now to be used as a blueprint for promoting farmer visitor co-operation elsewhere.

Farming and planning representatives from all over the country expressed unanimous approval of the experiment when they met at a conference organised by the Countryside Commission in Windermere yesterday. The conference was called so that those outside the Lake District could hear more of the success of the scheme and take steps to introduce similar schemes.

UNEX, which has been running for six years, has involved promoting the co-operation of farmers in keeping the countryside shipshape in the face of the growing number of rural visitors. They have been encouraged with the help of advice and money from the Lake District special planning Board to rebuild walls and hedges, plant trees, mend stiles and do the other jobs needed to keep the countryside tidy in spite of the tourists. About £23,000 was allowed for this year and £60,000 has been allocated next year.

COMMODITY MARKET REPORTS AND PRICES

ASE METALS

PPER—Barely changed on the London Metal Exchange after moving ally. Opening at around £818 on re-market, forward material fell to in ring dealings reflecting the un- nty of the currency situation and as selling. Modest trade interest reported at around the £800 level. affecting sentiment was the easier als trend in the U.S. In the after- however, the better tone of Comex moved higher after a lower open- and the fresh weakness of sterling d the price of forward metal to to £818 on the Kerb. Turnover 11,750 s.

algamated Metal Trading reported in the morning three months wire- traded at £804, 03, 03.5, 04, 03, 02, 03, 03.5. Cathodes, three months, £788.5. Kerb: Three months £809, 10, 09.5, 09, 799, 98, 97, 96, 96.5. Afternoon: Wirebars, three months, £805, 06, 06, 07, 06, 05.5, 06, 06.5. Cathodes, three months, £792. Three months, £809, 10, 09.5, 09, 09.5, 10, 09.

PER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
bars				
	765.5-6	—4	787.5-8.5	+.5
ths	802-3	—3	806-7	+1.25
m'nt	764	—4	—	......
des				
	751.5	—1	764-5	......
ths	788.5-9	—2	792-4	+1
m'nt	751.5	—1	—	......
rim	......	......	*70-74	......

TIN—Record levels were reached by both cash and forward standard material despite the unchanged overnight Penang price. Forward standard metal eased initially to £5,050 owing to the early fall in copper, but then recovered modestly to £5,070. In afternoon trading, however, fresh covering and the fall of the pound caused a sharp upward movement from £5,100 to a peak £5,190 for forward standard metal, at which price it ended on the Kerb. Turnover 805 tonnes.

Morning: Standard, cash, £4,870, three months, £5,055, 60, 70, 65. Kerb: Standard, three months, £5,060, 65. Afternoon: Standard, three months, £5,100, 10, 15, 20, 30, 50, 50, 75, 60, 70, 65, 70, 75. Kerb: Standard, three months, £5,175, 70, 80, 90, 5,200, 185, 5,180.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	4865-70	+28	4970 80	+182
3 months	5065 70	+10	5170 80	+150
Settlem't	4870	+28		......
Standard				
Cash	4865-70	+28	4970 80	+182
3 months	5065 70	+10	5170 80	+142
Settlem't	4870	+28	—	......
Straits E.	$1,186	......		......
New York	—	......	*361.50	+1

LEAD—Firm on covering against European physical business and influential buying of cash metal in an oversold market. Forward metal opened at £296, climbed to £298 and then drifted to £293 before the weakness of sterling caused a rally to a closing price on the Kerb of £299. Turnover 3,350 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
Cash	282.5-3	+2.5	282.5-3.5	+2.5
3 months	297.5-8	+2	297.75-8.25	+7.25
S'ment	283	+2.5		......
N.Y. Spot	—	......	*24.50-6	......

Morning: Cash, £282, 82.5, three months £293, 93.5, 94, 96, 97, 98, 97.5. Kerb: Three months, £297, 96.5, 96. Afternoon: Three months, £297, 98, 97.5. Kerb: Three months, £298, 99, 99.5, 300.5.

ZINC—Barely changed after a quiet day's trading, influenced by other metals and the movements of sterling. Forward metal opened steadily at £398 and then drifted to £397 before rallying to a close of £399 on the Kerb. Turnover 2,850 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —
Cash	376.5-7	—1	378-9	......
3 months	397-.5	—1	398.5-9	......
S'ment	377	—1	—	......
Prim. West	—	......	[illegible]	......

Morning: Cash, £377, three months, £399, 98, 97.5. Kerb: Three months, £397.5. Afternoon: Three months, £398.5, 99. Kerb: Three months, £400, 399, 98.5, 99.

* Cents per pound. † On previous unofficial close. ‡ $M per picul.

SILVER

LME—Turnover 274 (116) lots of 10,000 ozs. Morning: Cash 260.5; three months 271.2, 1.3. Kerbs: Three months 271.2, 1.0, 1.2. Afternoon: Three months 273.5, 3.8, 3.9, 4.0, 4.2, 4.8, 4.6, 4.8, 5.0, 5.4, 5.3, 5.5, 5.9, 5.4, 5.7, 5.8. Kerbs: Three months 275.9, 6.0, 6.2, 6.5, 6.4, 6.2, 6.1.

SILVER per troy oz.	Bullion fixing prices	+ or —	L.M.E. close	+ or —
Spot	260.1p	+0.2	264.5p	+4.85
3 months	271p	+0.5	275.8p	+6.15
6 months	282.3p	—0.2	—	......
7 months	—	......	289.5p	+5
12 months	304p	—0.2	—	......

Silver was fixed 0.2p an ounce higher for spot delivery in the London bullion market yesterday, at 260.1p. U.S. cent equivalents of the fixing levels were: spot 415.1c, down 0.4c; three-month 416.8c, down 0.5c; six-month 422c, down 1c; and 12-month 433.7c, down 0.5c. The metal opened at 261½-262½p (415-417c) and closed at 263-264p (415½-417½c).

COCOA

After a quiet morning with limited producer selling, values increased sharply in compensation for the fall in sterling, again recording new highs, reports Gill and Duffus.

COCOA	Yesterday's Close	+ or —	Business Done
No. 6 Con'ct			
December	1874.0-75.0	+22.0	1885.0-48.5
March	1827.0-30.0	+12.0	1840.0-92.0
May	1781.0-84.0	+6.0	1806.0-1772
July	1782.0-84.0	+11.0	1777.0-41.0
September	1720.0-26.0	+11.0	1725.0-1689
December	1610.0-15.0	+16.0	1613.0-1580
March	1575.0-85.0	+50.0	1585.0-55.0

Sales: 6,456 (6,197) lots of 10 tonnes.

International Cocoa Agreement (U.S. cents per pound). Daily for October 26 121.53 (120.81). 15-day average 118.94 (118.36); 22-day average 116.83 (115.45).

GRAINS

THE BALTIC—Transhipment grain markets displayed an easier price trend but buying support was limited. Forward markets for home produced cereals were also easier but a fairly well-spread trade was reported.

Wheat: Canadian Western Red Spring No. 1, 13½ per cent. unquoted. U.S. Dark Northern Spring No. 2, 14 per cent. direct Tilbury unquoted. Nov. £97.00, Dec. £100.70 transhipment East Coast. U.S. Hard Winter No. 2, ord: Nov. £85.00. Dec. £87.30 sellers transhipment East Coast. EEC Feed Nov. £85.50 East Coast.

Maize: No. 3 Yellow American/French Nov. £82.50 transhipment East Coast. Other grades unquoted.

Barley: EEC Feed Canadian No. 2 Nov. £82 quoted East Coast.

MARK LANE—New year positions were trimmed around 50p a tonne but the lower levels attracted a fair trade. Average sellers' quotations per tonne for delivery London area: Wheat—Milling: Nov. £96, Jan.-March £90. Denaturable Nov. £85. Barley—Unquoted.

HGCA—Location ex-farm spot prices. Non-breadmaking milling wheat—Essex £82.05, Shropshire £83.00. Feed barley—Shropshire £79.65.

The U.K. monetary coefficient for the week beginning November 1 will increase to 1.406.

LONDON GRAIN FUTURES MARKET (GAFTA)—Wheat, easier. Close: Nov. 88.00, Jan. 84.65, March 87.35, May 89.90, Sept. 93.70. Business: Nov. 91.35-88.75, Jan. 85.65-84.65, March 87.90-87.25, May 90.45-89.90, Sept. 93.80-93.70. Sales, 198 lots. Barley, easier. Close: Nov. 77.70, Jan. 81.55, March 84.60, May 87.30, Sept. 92.05. Business: Nov. 78.05-77.70, Jan. 82.05-81.60, March 84.95-84.45, May 87.50-87.45, Sept. 92.05-92.00. Sales, 107 lots.

EEC DAILY IMPORT LEVIES—The following EEC levies and premiums are effective for Oct. 28. In units of account per tonne. In order current levy plus Nov., Dec. and Jan. premiums (with previous in brackets). Common wheat—73.03, nil, nil, nil (71.12, nil, nil, nil). Durum wheat—118.42, 4.38, 4.38, nil (117.12, 4.38, 4.38, nil). Rye—55.31, nil, nil, nil (53.80, nil, nil, nil). Barley—56.18, nil, nil, nil (55.31, nil, nil, nil). Oats—52.09, nil, nil, 3.00 (50.32, 0.77, 0.77, 3.03). Maize (other than hybrid for seeding)—48.50, 1.14, 1.14, nil (47.43, 0.58, 0.58, nil). Buckwheat—All nil. Millet—50.03, nil, nil, nil (46.50, nil, nil, nil). Grain Sorghum—51.54, nil, nil, nil (50.44, nil, nil, nil).

EEC levies are also effective for Oct. 28 for the following flours (with previous in brackets) in units of account per tonne. Wheat or Mixed Wheat and Rye Flour—113.30 (110.02). Rye Flour—88.46 (86.06).

COFFEE

The market rose sharply in active trading on unconfirmed reports that Brazil would restrict her coffee exports. Futures closed with gains ranging from £106 to £125, the bull trend fuelled by sterling's weakness and confirmation that the Brazilian Coffee Institute would be forced to reduce its overseas sales.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
November	2090-2110	+125	2099-1990
January	2140-2145	+106	2151-2030
March	2156-2160	+118	2170-2050
May	2159-2161	+112	2180-2045
July	2170-2174	+117	2183-2061
December	2170-2180	+122	2185-2058
November	2172-2178	+122	2180-2055

Sales: 5,346 (2,434) lots of 10 tonnes.

ICO Indicator prices for October 26 (U.S. cents per pound)—Colombian Mild Arabicas 175.00 (178.00). Other Mild Arabicas 171.00 (173.75). Robustas 134.50 (same). Unwashed Arabicas 164.50 (same). Daily average 162.75 (163.63).

RUBBER

STEADIER opening on the London physical market. Good interest throughout the day, closing on a firm note. Lewis and Peat reported a Malaysian godown price of 212 cents nominal a kilo (November).

No. 1 R.S.S.	Yesterday's close	Previous day's close	Business done
Dec.	[illegible]	[illegible]	[illegible]
Jan.	62.00-64.00	60.25-61.25	—
Jan-Mar	64.25-64.30	62.40-62.50	64.20-62.80
Apr-Jne	67.50-67.60	66.25-66.50	67.80-65.50
Jly-Sept	70.25-70.40	68.10-68.20	70.45-69.00
Oct-Dec	72.20-72.60	70.50-70.90	72.60-71.50
Jan-Mar	74.50-75.25	71.80-72.50	74.00
Apr-Jne	76.25-76.75	72.50-75.00	74.75
Jly-Sept	76.80-78.50	72.50-74.50	—

Sales: 246 (138) lots of 15 tonnes.

Physical closing prices (buyers) were: Spot 38.5p (38.5p), Nov. 38.75p (38.0p); Dec. 38.75p (38.0p).

JUTE

DUNDEE—Firm. Prices c. and f. U.K. for Nov.-Dec. shipment: BWC £241, BWD £230. Tossa: BTB £254, BTC £243, BTD £232. Calcutta goods steady. Quotations c. and f. U.K. for Nov. shipment: 10-ounce 40-inch £8.85, 7½-ounce £7.50 per 100 yards. Dec. £8.67 and £8.61. "B" Twills: £24.08 and £24.25 for the respective shipment periods. Yarns and cloths very firm.

LONDON—Quiet. Bangladesh White "C" grade Oct.-Nov. $382. Bangladesh White "D" grade Oct.-Nov. $361. A long ton.

CALCUTTA—Steady. Indian spot Rs.465.00. Dundee Tossa Four spot Rs.465.00. A bale of 400 lbs.

SOYABEAN MEAL

The market opened quietly, 30p up, but due to the recovery of sterling in the morning eased about £1. With sterling lower and confidence in Chicago due to adverse weather however, later prices recovered to Tuesday's levels.

	Yesterday's Close	+ or —	Business Done
	£ per tonne		
December	140.60-41.4	+0.05	142.60-41.40
February	148.20-48.5	+0.70	148.70-47.40
April	151.20-52.4	+0.85	155.40-51.00
June	154.2-55.0	+0.56	—
August	158.10-59.0	+1.05	159.00
October	160.00-62.0	+0.50	—
December	162.00-63.5	+1.0	—

Sales: 94 (163) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE (raw sugar) £121.00 (£120.00) a ton cif for Oct.-Nov. shipment. White sugar daily price was fixed at £167.00 (same).

After opening slightly below overnight levels, prices rose on currency considerations.

Sugar Pref. Comm. Con.	Yesterday's Close	Previous Day's Close	Business Done
	£ per ton		
Dec.	151.00-1.85	151.55-51.40	153.25-50.25
March	155.5-5.30	155.50-55.80	158.25-5.25
May	145.75-4.90	142.25-42.50	145.25-40.75
Aug.	150.1-0.25	148.50-49.50	151.25-47.00
Oct.	154.25-4.50	53.50-54.00	55.75-51.50
Dec.	159.25-59.50	156.50-58.75	161.50-53.00
March	165.50-5.75	[illegible]-62.70	165.00-61.75

Sales: 3,707 (2,413) lots of 5 tonnes.

Tate and Lyle ex-refinery price for granulated basis white sugar was £224.00 (same) a ton for home trade and £187.00 (£156.00) for export.

EEC IMPORT LEVIES—The following import levies for white and raw sugar are effective for October 28 in units of account per 100 kilos (previous in brackets). White sugar (denatured and non-denatured) 17.85 (17.96). Raw sugar 18.58 (15.33).

WOOL FUTURES

LONDON—The market defied easier reports from overseas and rose initially, dipping at one stage and then firming near the close due to the weakness of sterling, reports Bache.

(Pence per kilo)

Australian Greasy Wool	Yesterday's close	+ or —	Business Done
October	262.0-56.0	+0.5	258.0-53.0
December	260.0-69.5	+2.75	259.0-58.0
March	272.5-75.8	+2.25	274.0-71.0
May	282.5-84.0	+5.25	282.0-81.0
July	289.5-90.5	+1.50	290.0-88.0
October	296.0-96.8	—1.50	295.0-94.0
December	297.8-98.0	—0.50	297.0
March	[illegible]-04.0	+1.50	300.0

Sales: 191 (104) lots of 1,500 kilos.

SYDNEY GREASY—(In order buyer, seller, business, sales)—Dec. 302.8-303.0; 303.0-303.5; 85. March 315.0-315.5; 315.0-314.5; 115. May 323.5-324.0; 324.0-323.0; 59. Sales: 259. Micron Contract—July 337.0-337.3; 337.3-333.5; 58. Oct. 341.5-341.7; 341.5-340.5; 64. Dec. 343.8-344.0; 344.5-343.5; 68. March 346.5-347.0; 347.5-346.0; 78. Sales: 382.

MEAT/VEGETABLES

SMITHFIELD (Prices in pence per pound)—Beef: Scotch killed sides 47.0 to 50.0. English hindquarters (inc. some heavy) 51.0 to 53.0. Eire hindquarters 50.0 to 55.0, forequarters 36.0 to 40.0.

Veal: English fats 54.0 to 56.0, Scotch bobbies 20.0 to 26.0, Dutch hinds and ends 72.0 to 74.0.

Lamb: English small 40.0 to 48.0, small (high quality) 50.0, medium 44.0 to 46.0, heavy 42.0 to 44.0, Scotch medium 42.0 to 45.0, heavy 40.0 to 44.0, hill 40.0 to 49.0. Imported frozen: NZ PH 42.5 to 43.0, YL 43.5 to 46.0.

Pork: English, under 100 lbs 33.0 to 38.0, 100-120 lbs 31.0 to 36.0, 120-160 lbs 30.0 to 34.0, 160-190 lbs 29.0 to 32.0.

MEAT COMMISSION—Average fatstock prices at representative markets on October 27. GB—Cattle £38.45 per live cwt (—0.42). U.K.—Sheep 52.6p per pound e.d.c.w. (—0.3). GB—Pigs £4.99 per sc. l.w. (+0.03). England and Wales—Cattle numbers down 14.4 per cent., average price £38.48 (—0.48); Sheep numbers up 15.9 per cent., average price 52.2p (—0.8); Pig numbers down 15.7 per cent., average price £4.88 (+0.03). Scotland—Cattle numbers down 11.6 per cent., average price £20.5 (—0.33); Sheep numbers down 26.3 per cent., average price 54.7p (+4.0); Pig numbers up 46.7 per cent., average price £4.68 (—0.08).

COVENT GARDEN (prices in sterling)—Imported produce: Oranges—S. African: 38/150 3.50-4.65; Argentinian: 112/138 4.55-4.60. Satsumas—Spanish: Trays approx. 20 lbs 2.50-3.40. Lemons—Italian: 5.00-3.50; S. African: 5.00-6.00; Cypriot: 5.20-5.50; Turkish: 3.50-4.50. Grapefruit—S. African: 2.50-3.00; Dominican: 3.80-4.00; Jaffa: 3.75-3.00. Apples—French: Golden Delicious 1.75-2.20, Stark Crimson 2.00-2.40, Granny Smith 2.53-2.80, Starking 1.70-2.00, Jumble pack Golden Delicious 2.10-2.20; Italian: Per pound Golden Delicious 0.10, Granny Smith 0.14, Rome Beauty 0.06, Starking 0.06. Pears—French: Per pound Alexandrias 0.09; 20 lbs 2.20; Italian: Per pound Williams 0.13-0.14, Beurre Bosc 0.09-0.10. Melons—Spanish: Green 2.30-2.50, Yellow 2.30-2.50. Pomegranates—Spanish: Per case 30/70 2.20-2.70. Grapes—Spanish: Almeria 1.35-1.50, Black 1.80. Chestnuts—Italian: Per 10 kg. 2.70; Spanish: 5 kg. 1.80-2.20.

English produce: Apples—Per pound Bramley's Seedling 0.05-0.07, Derby's 0.04-0.05, Worcester Pearmain 0.05-0.07, Cox's Orange Pippin 0.05-0.14, Lambourne 0.03-0.04, Golden Delicious 0.06, MacReds 0.07, Spartan 0.07. Pears—Per pound Conference 0.06-0.10, Glou Morceau 0.05, Comice 0.10. Tomatoes—Per box 12 lbs 1.00-1.40. Mushrooms—Per pound 0.20-0.25. Cucumbers—Per box 2.40-3.00. Potatoes—Per bag 4.00-4.70. Carrots—Per net 12½ kg 0.90-1.00. Lettuce—Per 12 round 1.00, Cos 1.00. Celery—Per 18/20 pre-packed 2.30; ordinary 30 1.50, 12 1.00. Onions—Per net 25 kg 4.0-4.30, picklers No. 1 2.30-2.60, Cocktail 10 kg 1.80. Capsicums—Per 8 lbs 3.00. Cabbages—Per nets boxes 0.70-0.80. Cauliflowers—Per 12, Lincoln 2.00; Kent 2.40-2.50. Swedes—Per kg. Devon 1.20; Scottish 0.90; Yorkshire 1.20. Sprouts—Per 20 lbs 1.40-1.80. Parsnips—Per 28 lbs 1.80-2.40.

VEGETABLE OILS

LONDON PALM OIL TERMINAL—In addition to the strength from weak sterling unconfirmed reports of further grain sales to Russia helped buyers to pay higher prices in trading, reports Faure Fairclough. Closing prices: Dec. 291-287; Feb. 291-290; April 302½-289; June 295-293; Aug. 296½-285; Oct. 301-296; Dec. 302-297. Sales: 25 lots.

★

COTTON—Liverpool. Spot and shipment sales amounted to 407 tonnes bringing the total for the week to 1,159 tonnes, reports F. W. Tattersall. Steady off-take continued concentrating mainly on American-type varieties. Some call for Middle Eastern and S. American growths was supplemented by renewed interest in U.S. staple.

★

COPRA—Philippines—Nov. and Dec. $340 re-sellers a tonne, c.i.f. North Euro ports.

★

GRIMSBY FISH—Supply poor and demand good. Prices at ships side (per stone (unprocessed): Shelf cod £2.40-£4.00, codlings £2.20-£2.80, large haddock £3.50-£3.70, medium haddock £3.00-£3.20, small haddock £2.00-£2.40, large plaice £4.20, medium plaice £4.00-£4.30, best small plaice £2.30-£3.50, skinned dogfish (medium) £1.60, (large) £4.50, rock fish £1.00-£2.20, reds £2.00-£2.20.

Larger wheat crop estimated

By Our Commodities Staff

THE INTERNATIONAL Wheat Council has again raised its estimate of world wheat production in 1976. Its October report yesterday put the output range at 395m. to 400m. tonnes against last month's 386m. to 396m. tonnes. This would mean a record yield—more than 7 per cent. higher than the 371m. tonnes of 1973.

It also forecast that carryover stocks at the end of the respective crop years in the main producing countries would total 53.2m. tons—41 per cent. more than the previous year's figure.

PRICE CHANGES

Prices per ton unless otherwise stated

	Oct. 27 1976	+ or —	Month ago
Metals			
Aluminium (a)	£679	......	£679
Free Market (cis)	$861-890	+20	$825-850
Copper			
Cash Wire Bars (a)	£788	+0.5	£845.5
3 months do. do. (a)	£806.5	+1.25	£876.75
Cash Cathode (a)	£775	......	£851.25
3 months do. do.	£793	+1.0	£864
Gold Troy oz.	$117.875	+0.25	$116.25
Lead Cash (a)	£283	+2.5	£286
3 months (a)	£298	+7.25	£297
Nickel (a)	£2,950-3,202	......	£2,796.5
Free Market (cif)(lb)	$2.0-2.15		$2.05-2.20
Platinum (troy oz.)	£111		£105-111
Free Market	£99.05	+2.85	£97
Quicksilver (76lb)	$86-90		$92.98
Silver Troy oz.	260.1	+0.2	261.7
3 months	271	+0.5	267
Tin Cash (a)	£4,875	+182.5	£4,710
3 months (a)	£5,175	+142.5	£4,800.5
Wolfram 22.04lb cif	$132.95	+2.5	$[illegible]
Zinc Cash (a)	£378.5	......	£418.25
3 months (a)	£398.75	......	£438.25
Producers (a)	$795	......	$795
Oils			
Coconut Malayan			
Groundnut			
£	£526	......	£498
Linseed Crude (a)	£460	......	
Palm Malayan (a)	£460	+5.0	£438
Soyabean (a)			
Seeds			
Copra Philippines (a)	£340	......	£346
Groundnuts Nigerian		......	
Linseed Can. No. 1 (a)	£212.5	......	£206.25
Grains			
Barley EEC	£88	......	£83.75
Home Futures	£77.7	—0.75	£80.85
Maize			
French No. 3 Am.	£82.5	—1.5	£84
S.A. Yellow			
Wheat			
No. 1 Red Spring		......	£87.75
No. 2 Hard Winter	£85	+0.1	£85.50
Australian (Leq.)		......	£85.50
English Milling (a)	£88	—1.5	£85.5
Cocoa shipment (a)	£1,910	+22.5	£1,655
Futures March	£1,828.5	+11.0	£1,552.5
Coffee shipment (a)		......	
Futures Jan. (a)	£2,142.5	+£106	£1,781
Cotton 'A' index cent.	67.45	......	64.55
Jute LJABWC (a)	$382	......	$381
Rubber kilo	69.5p	+1.0	51.5p
Sisal EAL (a)	$620	......	$620
Sugar (Raw)	£121	+1.0	£129
Wooltops 64s kilo	236p	......	294p
Cloves Madagascar		......	£5,250
Pepper White ton	£1,560	—10.0	£1,475
Black ton	£1,290	......	£1,175

* Nominal. † Seller. ‡ Unquoted. § Unofficial close. ❧ Indicative price. a Seller's quotation. b U.K. and Commonwealth refined. c Uganda Robusta standard grade indicative prices f.o.b. Mombasa U.S. cents a pound. d Bangladesh white "C." h Jan.-March. k Oct.-Dec. r Sept. u Metric tons.

FINANCIAL TIMES

Oct. 27	Oct. 26	Month ago	Year ago
248.60	244.91	238.06	171.91

(Base: July 1, 1952=100)

REUTER'S

Oct. 27	Oct. 26	Month ago	Year ago
1545.3	1548.0	1512.6	1143.6

(Base: September 18, 1931=100)

DOW JONES

Dow Jones	Oct. 27	Oct. 26	Month ago	Year ago
Spot	348.50	347.26	340.39	300.07
Futures	347.68	346.78	340.39	281.59

(Average 1924-25-26=100)

MOODY'S

Moody's	Oct. 27	Oct. 26	Month ago	Year ago
Staple Commodity	900.5	891.6	914.9	758.5

(December 31 1931=100)

★

HIDES—London. Generally weaker, high proportion of hides unsold. Second clear ox 31-35½ kilos 49.5p per kilo; 26-30½ kilos withdrawn 47.5p; 22-25½ kilos withdrawn 52.3p. Light cows 47p. No calf offered.

U.S. Markets

Coffee and gold lead sharp rally

NEW YORK, Oct. 27.

GOLD RALLIED on speculative buying following unconfirmed reports that the IMF may cancel future auctions. Silver then copper followed gold leading to Commission House stop loss purchases. Soyabeans rallied on rumours of the cancellation by Russia of a sale of 100,000 tons of sunflower seed oil. Cotton rallied in sympathy with soyabeans. Coffee finished limit-up bid on good physical business, Bache comments.

Cocoa—Ghana spot 143 (141). Bahia spot 135½ (136½). Dec 128.60 (126.85), March 123.30 (121.00), May 118.35, July 115.75, Sept. 109.15 nom., Dec. 99.30, March 93.20 nom. Sales: 1,279 lots.

Coffee—"C" Contract: Dec. 170.00 (164.00), March 168.17 bid (160.17), May 161.50 bid, July 161.10 bid, Sept. 160.20 bid, Dec. 155.50 bid. March nil. Sales: 562 lots.

Copper—Oct. 57.00 (55.30), Dec. 57.40 (55.70), Jan. 57.50, March 58.60, May 59.50, July 60.30, Sept. 61.20 settlements. Sales: 6,222 lots.

Cotton—Dec. 62.05-62.28 (58.22), March 63.90-64.00 (62.20), May 54.30, July 52.50-62.60, Oct. 73.00, Dec. 65.50, March 66.00-66.75. Sales: 3,350.

‡Gold—Nov. 119.70 (116.30), Dec 120.00 (115.40), Feb. 120.40, April 120.90, June 121.50, August 122.30, Oct. 122.10, Dec. 122.10, Feb. 124.50 settlements. Sales: 1,432 lots.

Greasewool—Spot 180.0 nom. (same), Dec. 177.5-178.40 (same), March 177.5-186.0 asked (same), May unquoted.

†Lard—Chicago loose 18.50 (18.25 asked). NY prime steam 20.00 traded (19.75 nom.).

††Maize—Dec. 255½-256 (261-261½), March 266½-267 (270), May 272½-272½, July 276-277, Sept. 275.

‡Platinum—Jan. 159.20 (156.10), April 161.70 (158.30), July 164.50, Oct. 165.40, Jan. 169.40. Sales: 512 lots.

‡‡Silver—Spot 416.10 (415.60), Nov. 425.00 (416.10), Dec. 429.00 (417.10), Jan. 430.20, March 433.60, May 437.50, July 441.50, Sept 445.60, Dec. 451.00, Jan. 455.60 settlements. Sales: 32,300 lots.

**Soyabeans—Nov. 669-673 (654), Jan. 680-682 (663), March 689-687½, May 688-690, July 695, August 674-677, Sept. 637, Nov. 626.

‖Soyabean Meal—Dec. 188.40-187.30 (185.50), Jan. 190.00-189.00 (187.70), March 191.50-191.00, May 192.00-191.50, July 191.00-190.50, August 190.00, Sept. 176.00, Oct. 170.50, Dec. 169.50-170.00.

Soyabean Oil—Dec. 22.40-22.45 (21.53), Jan. 22.55-22.45 (21.70), March 22.80-22.73, May 22.95-22.85, July 22.95, August 22.90, Sept. 22.70-22.60, Oct. 22.00, Dec. 22.50.

Sugar—No. 11: Spot 7.65 (7.60), Jan. 7.77 nom. (7.65), March 8.50-8.46 (8.37-8.45), May 8.71-8.67, July 8.85-8.86, Sept. 8.80, Oct. 8.95-8.93, Jan. Unquoted, March 9.40-9.35. Sales: 3,340.

Tin—359.00-364.00 asked (360.50 asked).

**Wheat—Dec. 275¼-275 (276½-278¼), March 286-286 (290-290½), May 292¼, July [illegible].

WINNIPEG, Oct. 27. ††Rye—Oct. 235¼ bid (234 bid), Nov. 234 bid (235 asked), Dec. 236, May 98.30 asked. July 101 asked.

c Oats—Oct. 122 bid (123½), Dec. 121½ bid (121¼), May 61.00 bid. July 834.

§Barley—197 bid (201), Dec. 198 (185½), May 91.50 asked. July 92.00 asked.

d Flaxseed—Oct. 696 bid (697½), Nov. 692 (697), Dec. 706 bid. May 288.50 bid. July 290 nom.

Wheat—SCWRS 13.5 per cent. protein content cif St. Lawrence 358 (357½).

All cents per pound ex-warehouse unless otherwise stated. * Cents per 60-lb bushel ex-warehouse. ‡ $'s per troy ounce—100-ounce lots. †Chicago loose $'s per 100 lbs—Dept. of Ag. prices previous day. Prime steam f.o.b. NY bulk tank cars. ‡ Cents per troy ounce ex-warehouse. ‖ New "B" contract in $'s a short ton for bulk lots of 100 short tons delivered f.o.b. cars Chicago, Toledo, St. Louis and Alton. ‡‡ $s per troy ounce for 50-ounce units of 99.9 per cent. purity delivered NY. **Cents per 60-lb bushel in store. ††Cents per 56-lb bushel ex-warehouse. 5,000 bushel lots. c Cents per 24-lb bushel. § Cents per 48-lb bushel ex-warehouse. 5,000 bushel lots. d Cents per 56-lb bushel, ex-warehouse, 1,000-bushel lots.

STOCK EXCHANGE REPORT

Markets weak on political and interest rate fears

30-share index down 8.0 at 265.3 for 7-day drop of 12%

Account Dealing Dates
Option

*First Dealings	Declarations	Last Dealings	Account Day
Oct. 18	Oct. 28	Oct. 29	Nov. 9
Nov. 1	Nov. 11	Nov. 12	Nov. 23
Nov. 15	Nov. 25	Nov. 26	Dec. 7

* "New time" dealings may take place from 9.30 a.m. two business days earlier.

Worries about the Government's ability to withstand the current pressures and continued nervousness about the possibilities of even higher interest rates and/or an early announcement of further restrictive measures pushed gilt-edged and equity prices sharply lower yesterday. A reflection of dearer rates in the money market was found in short-dated gilts which closed with falls ranging *to a full point and in yields at* the long end of the market nearing 16½ per cent. Despite the recent heavy falls in gilts, the Government Securities index dropped 0.63 further yesterday to 55.88 which is its lowest since January, 1975.

Leading equities tended to rally in the early dealings, but a mid-morning turndown in gilts—steady until then—caused a six-point about-turn in the Industrial Ordinary share index between 11 a.m. and noon. Selling of equities became quite heavy again, accelerated in the late afternoon and continued in inter-office trade. The closing index was the day's lowest with a fall of 8 points to 265.3 which extended the loss since the May 4 high for the year to 37 per cent. Falls in the FT-Actuaries three main indices ranged to 1.3 per cent. with the All-Share 1.2 per cent. off at 116.29, but dearer money fears left the Hire Purchase and Property sectors with losses of 2.4 per cent. and 3.1 per cent. respectively.

The ratio of falls to gains in FT-quoted equities was 7:2, with falls in the leaders again ranging to about 10p. Official markings numbered 4,818 compared with 4,990 on Tuesday and 4,426 on Wednesday of last week. South African Golds improved again with the Gold Mines index registering a 2.2 rise at 110.3 for a three-day gain of 4.6 awaiting news of the outcome of the IMF gold auction.

Gilts weak

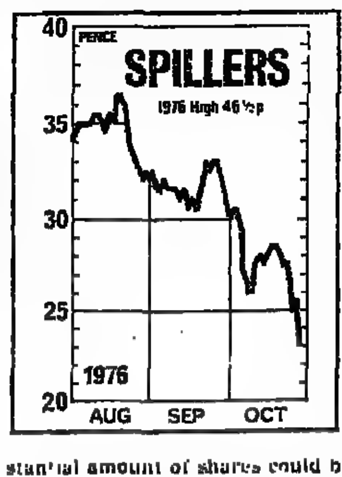
Gilt-edged were completely undermined by the rising trend in money market interest rates and the continuing lack of positive official action to halt the downslide in sterling. The pressure was heaviest at the shorter end of the market where dealers had to contend with selling from both building societies *and discount houses, a development* which left losses to a full point. Offerings of mediums and longs, although persistent, were not of the same volume, but in the after-hours trading some high-coupon issues were also showing falls to a point. Dealers dismissed speculation about the possible re-activation of both "tap" stocks by the Government broker at lower levels. Corporations also suffered falls extending to ¼.

Dominated still by the behaviour of sterling, the investment currency premium reacted to 125¼ per cent. before strengthening in a late burst to 130 per cent. for a rise of 1¾ on balance. Yesterday's SE conversion factor was 0.7201 (0.7181).

Discounts flat

Fears of higher interest rates depressed gilts and in sympathy the Discount houses lost ground quite sharply, with the deterioration continuing after-hours. In a thin market, Allen Harvey and Ross lost 25 to 235p, while Union fell 23 more to 210p for a two-day decline of 37. Cater Ryder shed 15 to 155p and Alexanders declined 10 to 135p as did Seccombe Marshall and Campion, to 180p. Among smaller-priced issues, Jessel, Toynbee receded 8 to 42p, Clive 3 to 41p and King and Shaxson 4 to 28p. The big four Banks had a tired and uneasy look in the late trade. Midland lost 7 to 200p and Lloyds 5 to 155p. Leopold Joseph gave up 10 to 110p in Merchant banks, where Slater Walker cheapened a penny to 7½p.

Apart from the surrounding gloom, Insurances were also worried by the apparent failure of the General Accident rights issue where it was thought that a substantial amount of shares could be left with the underwriters. Phoenix led the retreat at 132p, down 12, while "Royals" shed 10 more to 208p and losses of around 6 were seen in Eagle Star, 74p, Guardian Royal Exchange, 120p, and Commercial Union, 75p. General Accident closed 4 off at *118p*.



Breweries and kindred trades succumbed to the general dull trend. Bass Charrington shed 3 to 60p and Wolverhampton and Dudley lost 3 to 95p, while Scottish and Newcastle receded 2½ to 37½p. Elsewhere, Distillers remained friendless at 95½p, down 3½. Teacher (Distillers) shaded 5 to 360p, the equivalent of the Allied bid with the latter at 45p, down 1½.

Buildings were nervously lower. Taylor Woodrow lost 6 more to 172p, while falls of 3 were seen in *A. Monk*, 34p, and *Marchwiel*, 74p. BPB Industries closed a penny off at 89p despite sharply increased first-half profits, while J. Smart finished a like amount easier at 41p, also after news of increased earnings. Awaiting news of the outcome of the bid approach, Benfield and Loxley edged up 2 to 22p.

ICI closed 7 cheaper at 1976 low of 256p. Elsewhere in Chemicals, Alginate hardened 2 to 177p on the substantially improved first-half profits.

EMI erratic

After having improved to 181p on the announcement that the U.S. health authorities had approved modifications to the new X-ray scanner products, EMI reacted to close 2 cheaper on balance at 175p. Plessey were a penny easier at 54p following *Press comment on* the interim report, while GEC, 112p, and BICC, 70p, lost 4 and 3 respectively, while Telephone Rentals closed 4 easier at 64p after the half-yearly report. Racal Electronics remained dull, losing 5 more to 137p.

Stores became a steadier market, closing little changed on the overnight levels following a reasonable two-way business. Marks and Spencer were finally unaltered at 70p, after 71p, while Burton "A," 21p, and Gussies "A," 125p, put on a penny apiece. Vantona reacted 5 to 57p, while Status Discount ended 2 easier at 25p and Martin the Newsagent 3 cheaper at 75p. W. H. Smith "A" with interim figures expected November 11, rallied 4 to 240p. Apart from Freemans (London), 3 easier at 107p, Mail Orders were quiet and little changed.

Leading Engineerings bore the brunt of the selling and Hawker dropped 10 more to 336p, while GKN fell 9 to 203p and Tube Investments 6 to 238p. Secondary issues were relatively stable, but Desoutter Bros. reacted 7 more to 128p, while bidders, CompAir, lost 4 to 45p. Weyburn, too, were a dull market at 255p down 7, but Haden Carrier responded to a small demand by rising 6 to 52p. Also firmer were Spear and Jackson, 3 better at 58p, and Pegler-Hattersley, which rallied 2 to 114p. Hopkinsons rose 4 to 50p, after 53½p, on the impressive first-half results and Amalgamated Power added 1 more at 48p, also in reply to excellent interim figures.

Spillers claimed a fair amount of interest in Foods, closing 2½ cheaper at 23p, after 20p, on the sharply reduced first-half profits. Tate and Lyle remained on offer, losing another 7 to 192p. British Sugar were lowered 10 to 240p, while in Supermarkets, small selling in a restricted market left Wheatsheaf Distribution 12 cheaper at a 1976 low of 92p. Gateway Securities "A" contrasted with a rise of 3 to 28p on news that West of England Trust had increased its shareholding. Myddleton fell 10 to 50p in Hotels and Caterers where De Vere eased 3 to 77p and Trust Houses Forte declined 4 to 76p.

Misc. leaders dip

Initially firmer on technical influences, the miscellaneous Industrial leaders quickly reacted as worries about the economy *reasserted themselves and falls* steepened late with erratic sterling. Losses of 10 were sustained by Bowater, 122p, Reed International, 156p, and Unilever, 346p. Pilkington reacted 8 to 212p, Glaxo 5 to 298p and Rank Organisation 4 to 98p. Secondary issues sustained a long list of falls. Thos. French stood out with a loss of 6 at 37p. Employment concerns showed renewed dullness following recent poor trading statements; Brook Street *Bureau fell 4 to 26p, while Alfred* Marks declined 3 to 10p. De La Rue lost 8 to 170p; the interim results are due November 9. Among isolated firm spots, Jardine Matheson reflected the higher profits forecast with a gain of 7 at 207p. Small demand in a thin market lifted *Mills Marsters* 7 to 130p, while the Australian Broken Hill Proprietary improved 15 to 735p. Associated Leisure hardened late by ½ to 23p on the good first-half showing, while increased *interim* profits helped Uniflex hold at 30p.

Motors and Distributors made another poor showing. Lucas Industries featured with a reaction of 7 to 138p, while Dunlop, with interim figures expected to-day, lost 2 more to 57p. British Leyland shed a penny to 22p as did Rolls-Royce to 43p. Against the trend, British Car Auction managed to close a penny better at 31½p following Press comment *on the results*.

Newspapers, after resisting recently, became more involved in the general downturn and News International fell 3 to 99p, while Pearson Longman shed a similar amount to 81p. Daily Mail "A" gave up 4 further to 156p. Paper/Printings mirrored the surrounding easiness with DRG, down 4 at 73p, and Inveresk, 2½ off at 37½p, both at lows for the year.

Properties down

The growing possibility of higher interest rate charges haunted Properties. Stock was plentiful and difficult to place, a situation which finally brought fresh lows for the year in MEPC, 25p, and British Land, 12p, both down about 2½, and in Land Securities, which fell 4 to 92p. English, awaiting to-day's interim results, shed 2½ to 19½p, also a 1976 low. Larger falls were sustained by Hammerson "A," 10 lower at 193p, and Great Portland, 7 cheaper at 148p, while selling pressure was notable on both Slough Estates, 48½p, and Peachey, 28½p, down about 4. United Real gained 4 to 132p on the increased dividend and profits, but the return to the dividend list and profitability did little for Countryside, unchanged at 7p, after 8p.

With the exception of British *Petroleum, which responded to* renewed U.S. demand by rising 8 further to 648p, after 655p, the Oil sector was caught up in the general malaise. Shell quickly shed a small early gain to close a net 6 lower at 354p, while Royal Dutch eventually finished unaltered at £40, after 40½. Profit-taking took LASMO/SCOT issues down 10 to 250p, and Premier lost the turn to 5½p following news of the abandonment of a North Sea exploratory well.

Harrisons and Crosfield, up 12 on Tuesday in response to good interim profits, reacted sharply yesterday to close 37 down at 375p. Elsewhere in Overseas Traders, Gill and Duffus failed to benefit from the higher profits forecast contained with the interim statement and lost 3 to 144p. Paterson Zochonis, on the other hand, improved 3 to 130p on further consideration of the recent jump in first-half figures. Sime Darby gained 4 to 115p, aided by the dollar premium. Lonrho, however, gained 3 to 47p.

Modest losses littered Investment Trusts, but there were a few firm exceptions. Dollar premium influences continued to bolster Robeco sub-shares, 502p, and Rolinco sub-shares, 462p, both of which hardened 5, while Atlantic Assets edged forward a penny to 42½p on the chairman's encouraging annual report.

Losses in Shippings were minor compared with other sectors. P & O Deferred shaded 1½ to 94p and British and Commonwealth softened 2 to 177p. Still awaiting further news from Ben Line Steamers on the bid situation, Sheaf Steam gave up 3 to 72p.

Apart from David Dixon, which rose 7 to 38p following demand in a thin market, Textiles were dull. After a firm start, Courtaulds drifted down with the general trend *to close a fresh 2 easier* at 73p; sentiment was not affected by news of further factory closures within the group. Homfray shed 4 to 40p as did Bulmer and Lumb, 21p. Worth (Bond) gave up 3 to 20p and Scott and Robertson closed 2 off at 16p; the latter's interim results are due to-day.

Tobaccos again came in for some harsh treatment with BATs Industries losing 10 more at 226p and the Deferred 7 to 183p, while Imps gave up a further 2½ to 50½p.

With the exception of Guthrie, 2 easier at 143p in sympathy with the weak trend of the industrial market, Rubbers closed firmer for choice, sentiment being helped by Far-eastern influences. Pataling did well at 69p, up 4, while Golden Hope were 3½ better at 80p and London Asiatic a similar amount dearer at 72p. Teas gave ground. Falls of 3 and 4 respectively were seen in Assam Frontier, 140p, and Jokai, 127p.

Mines hold steady

Mining sections were generally steady, although business remained thin, except among Australians in front of the Fox Commission report, expected to-day, on uranium mining. Following the firmness of Sydney and Melbourne overnight and influenced by the high level of the dollar premium, Pancontinental recovered 50 to 850p, Western Mining advanced 9 to 162p and Ocean Resources rallied 4 to 31p.

Peko-Wallsend improved 5 to 470p, but coal stocks like Oakbridge, unchanged at 196p, and Thiess, 2 lower at 206p, were idle.

Golds shares followed the *bullion price*, which closed steadily at $117⅞ an ounce, for a rise on the day of 25 cents. They opened strongly, drifted and then rallied in late trading, unperturbed by the International Monetary Fund gold auction. The Gold Index was 2.2 higher at 110.3.

But business was light and the heavily-priced issues tended to be ignored. Factors outside the market, however, lifted Randfontein £1 to £21. A U.S. order moved Winkelhaak 20 higher to 460.

London-based financials were influenced by the industrial market but falls in Charter and RTZ were confined to 2 at 101p and 133p respectively. Selection Trust remained dull, falling 10 to 355p.

Canadian interest boosted Northgate 25 to 315p and Westfield 7 to 97p among Irish-Canadians, but coppers and tins were easier. Platinums moved slightly higher. A Cape buying order lifted Consolidated Murchison 10 to 580p.

FINANCIAL TIMES STOCK INDICES

—	Oct. 27	Oct. 26	Oct. 25	Oct. 22	Oct. 21	Oct. 20	A Year ago
Government Secs.	55.88	56.51	56.64	57.09	57.08	57.11	66.
Fixed Interest	55.50	55.82	55.96	56.54	56.54	56.64	58.6
Industrial Ordinary	265.3	273.3	279.9	289.7	295.6	295.3	35
Gold Mines	110.3	108.1	106.7	105.7	107.2	106.0	25
Ord. Div. Yield	8.34	8.11	7.92	7.69	7.54	7.53	6.0
Earnings Y'ld % (full) (a)	25.80	25.07	24.51	23.77	23.32	22.76	16.
P/E Ratio (net) (a) (b)	5.70	5.86	6.00	6.18	6.30	6.49	8.5
Dealings marked	4,818	4,990	4,606	5,695	4,185	4,426	7,72
Equity turnover £m.	—	55.14	42.71	40.30	34.06	36.05	63.72
Equity bargains total	—	12,293	9,940	8,180	8,288	9,624	15,541

10 a.m. 270.5. 11 a.m. 272.0. Noon 269.0. 1 p.m. 268.3.
2 p.m. 268.3. 3 p.m. 268.0.
Latest Index 01-246 8026.

(a) Based on 52 per cent. corporation tax. (b) Nil=5.86.
Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. SE Activity July-Dec. 1942.

HIGHS AND LOWS

—	1976 High	1976 Low	Since Compilation High	Since Compilation Low
Govt. Secs.	65.21 (30/1)	55.88 (27/10)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	64.43 (2/2)	55.50 (27/10)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	420.8 (4/5)	265.3 (27/10)	543.6 (16/5/72)	49.4 (26/6/40)
Gold Mines	246.9 (2/1)	78.8 (25/8)	442.3 (22/5/75)	43.5 (28/10/71)

S.E. ACTIVITY

	Oct. 27	Oct. 26
Daily—		
Gilt-Edged	171.6	[illegible]
Industrials	165.4	158.8
Speculative	38.5	40.8
Totals	109.7	113.6
5-day Av'r'ge		
Gilt-Edged	179.1	182.5
Industrials	137.6	132.1
Speculative	35.6	35.6
Totals	101.5	99.7

Staffs visit for Germans

TEN GERMAN companies are expected to visit Staffordshire next year to look at possible development sites.

The county's Development Association said that the companies were interested in manufacturing in Staffordshire, rather than just arranging warehouse facilities.

At least another dozen companies had shown some interest and the association hoped that many more local jobs would be created.

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, The Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS GROUPS & SUB-SECTIONS Figures in parentheses show number of stocks per section.	Wed. Oct. 27: Index No.	Day's Change %	Est. Earnings Yield % (Max.) (Corp. Tax 52%)	Gross Div. Yield % (ACT at 35%)	Est. P/E Ratio (Net) (Corp. Tax 52%)	Est. P/E Ratio (Nil) (Corp. Tax 52%)	Tues. Oct. 26 Index No.	Monday Oct. 25 Index No.	Friday Oct. 22 Index No.	Thurs. Oct. 21 Index No.	Year ago (approx.) Index No.	1976 High	1976 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (173)	100.87	−1.7	26.32	9.25	5.62	5.64	102.60	105.66	109.15	110.62	130.67	160.06 (31/1)	100.87 (27/10)	206.57 (4/5/72)	50.71 (13/12/74)
2	Building Materials (30)	85.53	−1.5	26.49	11.20	5.69	5.68	86.80	90.25	94.06	95.29	127.59	150.18 (15/1)	85.53 (27/10)	253.84 (2/5/72)	44.27 (11/12/74)
3	Contracting, Construction (22)	122.08	−2.1	34.15	8.92	4.51	4.51	124.64	135.49	136.18	137.86	240.38	260.20 (15/1)	122.08 (27/10)	589.35 (19/5/72)	71.48 (2/12/74)
4	Electricals (16)	190.54	−1.9	23.29	6.97	6.25	6.41	194.50	198.67	207.64	211.72	288.15	287.50 (21/4)	190.54 (27/10)	330.04 (4/5/72)	84.71 (25/6/62)
5	Engineering (Heavy) (13)	123.56	−1.5	37.27	10.07	3.95	3.87	125.46	126.26	131.77	133.16	154.17	195.18 (5/5)	123.56 (27/10)	202.57 (6/8/75)	64.39 (2/1/75)
6	Engineering (General) (64)	95.99	−1.6	26.55	9.59	5.54	5.54	97.43	99.67	102.15	103.14	111.91	149.29 (5/5)	95.99 (27/10)	166.69 (4/5/72)	46.43 (6/1/75)
7	Machine and Other Tools (9)	46.35	−0.2	19.47	9.61	7.33	7.32	46.56	47.05	47.93	47.99	45.72	60.62 (5/5)	45.29 (11/10)	136.70 (4/5/66)	19.96 (16/12/74)
8	Miscellaneous (24)	91.27	−2.2	25.49	9.85	6.28	6.21	93.30	95.70	98.50	99.09	110.94	141.94 (11/5)	91.27 (27/10)	177.41 (27/4/72)	49.65 (6/1/75)
9	CONSUMER GOODS (DURABLE) (53)	83.71	−1.0	28.01	8.37	5.35	5.34	84.58	87.55	90.56	92.26	106.09	141.46 (21/4)	83.71 (27/10)	227.76 (21/4/72)	38.59 (6/1/75)
10	Lt. Electronics, Radio TV (15)	87.51	−1.7	28.21	5.68	5.23	5.22	89.02	92.21	95.74	96.97	124.11	160.35 (1/4)	87.51 (27/10)	257.41 (12/5/72)	42.88 (13/12/74)
11	Household Goods (13)	106.59	−1.5	27.55	11.24	5.52	5.49	108.23	110.58	113.28	114.55	155.56	187.22 (7/4)	106.59 (27/10)	263.22 (4/5/72)	65.92 (11/12/74)
12	Motors and Distributors (25)	56.75	—	27.87	9.66	5.46	5.46	56.74	58.88	60.34	62.61	57.08	86.16 (3/5)	56.74 (26/10)	170.59 (15/1/69)	19.91 (6/1/75)
13	CONSUMER GOODS (NON-DURABLE) (170)	104.41	−1.4	21.50	9.38	7.05	6.97	105.85	109.44	112.86	114.09	143.25	162.24 (4/3)	104.41 (27/10)	226.08 (16/8/72)	61.41 (13/12/74)
14	Breweries (15)	111.17	−3.9	21.30	10.28	7.03	7.03	115.68	120.19	121.15	122.92	163.34	179.48 (4/3)	111.17 (27/10)	231.67 (28/11/72)	69.47 (13/12/74)
15	Wines and Spirits (7)	128.29	−2.1	15.88	8.75	8.14	8.14	127.93	133.21	133.14	136.63	144.70	190.67 (5/5)	128.29 (27/10)	257.40 (13/7/72)	78.88 (13/12/74)
16	Entertainment, Catering (14)	126.43	−1.0	20.73	10.44	7.46	7.39	127.11	130.15	133.75	135.54	168.04	211.26 (8/4)	127.11 (22/10)	329.99 (13/12/72)	[illegible]
17	Food Manufacturing (23)	120.54	−1.2	23.50	7.58	6.45	6.42	122.00	125.36	129.01	130.60	155.77	179.44 (11/5)	120.64 (27/10)	211.66 (1/8/72)	59.67 (11/12/74)
18	Food Retailing (16)	93.25	−1.5	20.00	8.39	7.32	7.32	94.43	96.54	99.98	100.76	147.50	150.08 (12/1)	93.25 (27/10)	235.08 (16/2/72)	54.25 (11/12/74)
19	Newspapers, Publishing (16)	160.90	−0.5	15.56	5.61	9.73	9.73	161.75	165.64	167.00	167.81	142.40	184.46 (11/5)	148.46 (12/10)	260.29 (8/1/73)	55.08 (6/1/75)
20	Packaging and Paper (12)	72.34	−2.0	21.25	10.91	7.25	7.25	73.84	76.83	78.79	79.35	95.15	112.50 (26/2)	72.34 (27/10)	155.69 (28/4/72)	43.46 (6/1/75)
21	Stores (34)	78.55	−0.1	19.54	9.05	7.88	7.86	78.47	81.50	84.57	85.24	122.95	136.24 (2/5)	78.47 (26/10)	204.59 (16/2/72)	52.68 (6/1/75)
22	Textiles (24)	96.76	−2.4	19.42	12.06	7.30	6.94	99.12	102.95	109.95	111.90	155.51	183.24 (20/1)	96.76 (27/10)	225.72 (17/1/69)	62.66 (11/12/74)
23	Tobaccos (3)	169.85	−2.5	25.60	10.17	5.77	5.77	173.90	180.90	187.93	188.90	201.00	241.98 (1/5)	169.85 (27/10)	339.16 (2/5/72)	94.34 (13/6/62)
24	Toys and Games (6)	61.50	−0.1	26.92	10.31	4.95	4.96	61.56	62.28	64.16	64.53	60.64	80.86 (16/7)	59.15 (22/1)	135.72 (16/1/70)	20.92 (6/1/75)
	OTHER GROUPS (95)															
25	Chemicals (26)	155.10	−0.2	20.40	7.45	6.70	6.70	155.43	159.21	165.33	168.45	179.40	251.38 (2/5)	155.10 (27/10)	251.38 (2/5/76)	71.20 (13/12/74)
26	Office Equipment (9)	58.51	−1.6	20.56	9.00	7.10	7.10	59.47	61.67	65.49	66.41	86.91	100.18 (19/5)	58.51 (27/10)	246.06 (13/6/72)	45.34 (2/1/75)
27	Shipping (12)	309.53	−0.3	16.42	9.62	8.69	7.88	308.48	312.29	318.94	324.39	379.99	452.64 (30/1)	308.48 (26/10)	517.00 (2/12/72)	90.80 (29/6/62)
28	Miscellaneous (48)	108.14	−2.4	21.49	10.87	6.99	6.98	110.77	113.47	117.05	118.55	150.28	172.98 (21/4)	108.14 (27/10)	258.85 (2/5/72)	60.39 (6/1/75)
29	INDUSTRIAL GROUP (496)	107.32	−1.3	28.66	9.03	6.62	6.49	108.71	112.01	115.73	117.26	141.19	166.38 (5/5)	107.32 (27/10)	220.17 (1/5/72)	59.01 (13/12/74)
30	OILS (4)	340.19	−0.1	12.52	5.15	9.26	8.31	340.36	338.51	345.82	346.04	326.42	395.84 (20/5)	316.67 (11/10)	451.66 (22/5/69)	87.23 (29/5/62)
31	500 SHARE INDEX	125.80	−1.0	20.62	8.26	6.93	6.81	127.11	130.05	133.93	135.70	156.54	185.00 (5/5)	125.80 (27/10)	227.95 (16/2/72)	63.49 (13/12/74)
32	FINANCIAL GROUP (100)	87.42	−2.6	—	8.98	—		89.73	90.95	94.51	95.25	154.68	155.46 (5/1)	87.42 (27/10)	241.41 (1/4/72)	65.86 (12/12/74)
33	Banks (6)	111.33	−2.4	30.34	8.26	5.07	5.07	114.06	115.45	121.11	122.22	161.53	192.16 (23/1)	111.33 (27/10)	288.52 (27/7/72)	62.44 (12/12/74)
34	Discount Houses (10)	106.05	−3.8	—	13.14	—	—	110.22	116.31	116.31	116.52	158.26	186.52 (15/1)	106.05 (27/10)	295.13 (2/5/72)	81.40 (12/12/74)
35	Hire Purchase (5)	53.25	−2.4	13.69	12.31	16.38	16.56	54.57	57.98	59.32	59.52	99.11	132.10 (26/2)	53.25 (27/10)	433.74 (4/5/72)	38.83 (11/12/74)
36	Insurance (Life) (10)	74.20	−2.9	—	10.19	—	—	76.40	77.31	80.04	80.59	118.84	129.46 (30/1)	74.20 (27/10)	194.46 (15/3/72)	44.88 (2/1/75)
37	Insurance (Composite) (7)	69.99	−3.3	—	10.56	—	—	72.40	72.68	75.13	76.10	112.18	119.75 (5/1)	69.99 (27/10)	155.76 (21/4/72)	45.96 (16/12/74)
38	Insurance Brokers (9)	178.27	−0.3	16.48	7.82	9.07	9.07	178.79	181.00	186.30	186.75	226.08	276.90 (11/5)	178.27 (27/10)	276.90 (11/5/76)	65.86 (16/12/74)
39	Merchant Banks (15)	45.61	−0.9	—	9.15	—	—	46.01	46.42	47.83	48.46	83.80	95.83 (5/1)	45.61 (27/10)	278.57 (1/5/72)	31.21 (7/1/75)
40	Property (32)	95.95	−3.1	6.54	5.71	28.57	26.94	99.08	102.05	106.88	106.81	155.40	194.57 (7/1)	95.95 (27/10)	357.40 (9/11/73)	56.01 (20/4/65)
41	Miscellaneous (6)	56.55	+1.1	24.24	14.72	6.22	6.23	55.92	56.96	57.56	57.50	76.50	91.98 (2/1)	55.92 (26/10)	303.18 (16/5/72)	35.29 (17/12/74)
42	Investment Trusts (50)	115.48	−0.2	4.64	6.62	22.29	22.29	115.74	116.95	119.40	120.56	155.87	184.55 (21/1)	115.48 (27/10)	245.79 (2/5/72)	71.65 (13/12/74)
43	ALL-SHARE INDEX (650)	116.29	−1.2	—	8.28	—	—	117.75	120.22	123.95	125.45	151.42	172.64 (5/5)	116.29 (27/10)	228.18 (1/5/72)	61.92 (13/12/74)
	COMMODITY GROUPS *(Not included in 500 or All-Share indices)*															
44	Rubbers (8)	505.24	−1.3	9.52	5.58	15.59	14.44	498.90	491.50	499.82	500.31	378.47	523.40 (8/10)	404.67 (14/1)	555.37 (25/7/73)	84.68 (25/6/65)
45	Teas (8)	124.93	−1.1	35.75	9.84	3.90	3.77	126.52	126.19	127.86	127.86	115.26	142.43 (8/7)	117.89 (7/1)	142.45 (8/7/76)	59.72 (17/10/74)
46	Coppers (3)	149.22	−0.9	43.42	7.50	2.30	2.30	150.63	149.22	151.62	156.19	273.28	301.47 (7/1)	149.22 (25/10)	567.78 (1/7/75)	94.08 (29/4/62)
47	Mining Finance (11)	78.32	+0.4	12.81	6.07	8.88	8.76	78.03	76.16	78.58	78.25	106.87	119.77	77.55 (15/10)	175.90 (27/4/69)	66.51 (23/9/74)
48	Tins (7)	116.95	−0.6	12.08	8.27	12.74	12.64	116.25	116.25	117.40	117.71	86.26	126.36 (7/10)	86.09 (9/2)	126.36 (7/10/76)	54.83 (21/5/70)
49	Overseas Traders (13)	178.31	−2.3	19.16	7.68	7.07	7.06	182.48	186.11	192.43	193.71	211.63	254.47 (5/7)	178.51 (27/10)	254.47 (5/7/76)	97.37 (6/1/75)

	FIXED INTEREST	Wed., Oct. 27 Index No.	Wed., Oct. 27 Yield %	Tues. Oct. 26	Monday Oct. 25	Friday Oct. 22	Thurs. Oct. 21	Wed. Oct. 20	Tuesday Oct. 19	Monday Oct. 18	Year ago (approx.)	1976 High	1976 Low	Since Compilation High	Since Compilation Low
1	Consols 2½% yield	—	15.78	15.65	15.64	15.50	15.49	15.48	15.48	15.47	14.84	—	—	—	—
2	20-yr. Govt. Stocks (6)	42.31	‡15.93	42.65	42.79	43.12	43.11	43.15	43.14	43.16	46.66	55.45 (30/1)	42.31 (27/10)	115.42 (11/7/65)	38.27 (3/1/75)
3	20-yr. Red. Deb. & Loans (15)	43.41	‡16.88	43.66	43.75	43.76	[illegible]	43.66	43.66	43.66	45.72	52.40 (21/5)	43.41 (27/10)	113.45 (2/1/66)	37.01 (5/1/70)
4	Investment Trust Prefs. (15)	41.78	16.59	41.76	42.45	42.54	42.40	42.36	42.27	42.22	46.72	51.25 (12/3)	40.54 (8/10)	114.41 (15/6/65)	34.45 (4/12/74)
5	Coml. and Indl. Prefs. (20)	55.19	18.39	55.25	55.50	56.66	56.50	56.45	56.51	56.64	65.32	71.97 (2/2)	54.89 (8/10)	114.96 (7/12/66)	47.67 (6/1/75)

Section or Group	Base Date	Base Value	Section or Group	Base Date	Base Value
Overseas Traders	31/12/74	100.00	Food Retailing	29/12/67	114.13
Engineering (Heavy)	31/12/71	153.84	Insurance Brokers	29/12/67	96.67
Engineering (General)	31/12/71	153.84	Mining Finance	29/12/67	100.00
Wines and Spirits	16/1/70	144.76	All Other	10/4/62	100.00
Toys and Games	16/1/70	135.72			
Office Equipment	16/1/70	162.74			
Industrial Group	31/12/70	128.20			
Miscellaneous Financial	31/12/70	128.06			
Food Manufacturing	29/12/67	114.13			

‡ Redemption yield. FT-Actuaries Indices are calculated by Extel Communications Limited (a member of the Exchange Telegraph Group) on an IBM 370 computer.

A list of the constituents of the FT-Actuaries Share Indices is now available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 13p. By post 20p.

A record of the indices, cost £30, is obtainable from FT Business Enterprises, 10, Bolt Court, London, EC4. It gives all group and sub-section indices at fortnightly intervals since the start of the series in 1962 with quarterly highs and lows. Dividend and earnings figures are also included.

ACTIVE STOCKS

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1976 high	1976 low
BP	£1	19	648	+8	685	537
BATs Defd.	25p	17	183	−7	225	183
ICI	£1	13	256	−7	402	256
Bowater	£1	11	122	−10	230	122
GEC	25p	10	112	−4	168	112
GKN	£1	10	203	−9	380	203
Lonrho	25p	10	47	−3	101½	37
Beecham	25p	9	269	−5	390	269
Shell Transport	25p	9	354	−6	482	352
Marks & Spencer	£1	8	70	—	108	70
Midland Bank	£1	8	200	−7	320	200
P & O Defd.	£1	8	94	−1½	119	87
Reed Int'l.	£1	8	156	−10	274	156
Unilever	25p	8	346	−10	500	346
British Leyland	50p	7	22	−1	36	22

The above list of active stocks is based on the number of bargains recorded yesterday in the Official list and under Rule 163(1) (e).

Option Report—3-month Call rates

OPTION DEALING DATES

First Dealings	Last Dealings	Last Declaration	For Settlement
Oct. 26	Nov. 8	Jan. 27	Feb. 8
Nov. 9	Nov. 22	Feb. 10	Feb. 22
Nov. 23	Dec. 6	Feb. 24	Mar. 8

Calls were dealt in Charterhall Finance, MEPC, ICI, Lonrho, *Burmah Oil, Grand Metropolitan* Warrants, Tube Investments Imperial Group, Marks and Spencer, Slough Estates, BP, Glaxo, Beecham, Premier Cons. Oil, and Norwest Holst. Puts were done in Mams, British Home Stores, ICI, Beecham, Unilever and Glaxo, while doubles were arranged in Cavenham Warrants, ICI, Burmah Oil, Lonrho, *Dunlop*, English Property, *Courtaulds*, Grand Metropolitan, GEC and Commercial Union.

Industrials		E.M.I.	17	Midland Bank	22	Cap. Counties	5
		Fitch Lovell	6	Nat West Bank	20	E.P.	5
A. Brew	6½	Gen. Accident	12	"Do" Warrants	7½	Int. Europe	7
A. P. Cement	15	Gen. Electric	15	P & O Dfd	11	Land Securities	14
Assoc. Leisure	4	Glaxo	35	Plessey	7	MEPC	7
B.S.R.	9	Grand Met.	7	R.H.M.	5	Peachey	6
Babcock	8	G.U.S. "A"	16	Rank Org. "A"	18	Samuel Props	4½
Barclays Bank	22	Guardian	18	Reed Int'l	23	Town & City	2½
Berry Wiggins	5	G.K.N.	25	Reyrolle	11		
Beecham	28	Hawker Sidd.	35	Rothmans	4	Oils	
Boots Drug	12	House of Fraser	8	Slater Walker	4	Brit. Petroleum	40
Bowaters	16	I.C.I.	20	Spillers	4	Burmah Oil	4½
B.A.T.	21	"Imps"	7	Tesco	4	Shell	27
British Leyland	5	I.C.L.	14	Thorn "A"	22	Ultramar	14
B.O.C. Intl.	5½	Inveresk	7	Trust Houses	9		
Brown (J.)	9	Legal & General	13	Tube Invest.	7	Mines	
Burton "A"	6½	Ladbroke	11	Unilever	48	Charter Cons.	15
Cadburys	5	Lex Service	5½	Utd. Drapery	6	Chart'rh'll Fin.	4
Cavenham	10	Lloyds Bank	22	Vickers	16	Cons. Gold	16
Courtaulds	11	"Lots"	4	Williams Ind'l	4	Hampton Areas	12
Debenhams	8	London Brick	4½	Woolworths	6	Lonrho	19
Distillers	15	Lucas Inds.	20			Rio T. Zinc	18
Dunlop	7½	"Mams"	7	Property		Western M'ng.	7
Eagle Star	11	Marks & Sp'ncer	8	Brit. Land	5½		

NEW HIGHS AND LOWS FOR 1976

The following securities quoted in the Share Information Service yesterday attained new Highs and Lows for 1976.

NEW HIGHS (4)

AMERICANS (1)
City Inv.
RUBBERS (3)
Golden Hope
Pataling
London Sumatra

NEW LOWS (415)

BRITISH FUNDS (40)
CORPORATION LOANS (10)
COM'WEALTH & AFRICAN LOANS (2)
LOANS (MISCELLANEOUS) (3)
FOREIGN BONDS (1)
BANKS (13)
BEERS (11)
BUILDINGS (30)
CHEMICALS (11)
CINEMAS (2)
DRAPERY & STORES (19)
ELECTRICALS (20)
ENGINEERING (28)
FOODS (19)
HOTELS (7)
INDUSTRIALS (68)
INSURANCE (15)
MOTORS (2)
NEWSPAPERS (6)
PAPER & PRINTING (8)
PROPERTY (28)
SHOES (1)
TEXTILES (14)
TOBACCOS (3)
TRUSTS (30)
OILS (1)
OVERSEAS TRADERS (3)
TEAS (1)
MINES (1)

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	0	58	1
Corpns. Dom. and Foreign Bonds	1	34	28
Industrials	141	482	1,074
Financial and Prop.	45	158	369
Oils	4	13	19
Plantation	8	7	26
Mines	58	14	69
Recent Issues	12	4	22
Totals	269	768	1,608

BASE LENDING RATES

Allied Irish Banks Ltd.	14 %
American Express Bank	14 %
Anglo-Portuguese Bank	14 %
Henry Ansbacher	14½%
Banco de Bilbao	14 %
Bank of Cyprus	14 %
Bank of N.S.W.	14 %
Banque du Rhone S.A.	14½%
Barclays Bank	14 %
Barnett Christie Ltd.	15 %
Bremar Holdings Ltd.	14 %
Brit. Bank of Mid. East	14 %
■ Brown Shipley	14 %
Canada Permanent AFI	14 %
Capitol C & C Fin. Ltd.	14 %
Cayzer, Bowater Co. Ltd.	14 %
Cedar Holdings	12½%
■ Charterhouse Japhet	14 %
C. E. Coates	15 %
Consolidated Credits	14 %
Co-operative Bank	*14 %
Corinthian Securities	14 %
Credit Lyonnais	14 %
G. R. Dawes	15 %
Duncan Lawrie	14 %
Eagil Trust	14 %
English Transcont.	14 %
First London Secs.	14 %
■ Antony Gibbs	14 %
Goode Durrant Trust	14 %
Greyhound Guaranty	14 %
Grindlays Bank	‡14 %
■ Guinness Mahon	14 %
■ Hambros Bank	14 %
■ Hill Samuel	§14 %
C. Hoare & Co.	†14 %
Julian S. Hodge	15 %
Hongkong & Shanghai	14 %
Industrial Bank of Scot.	13½%
Keyser Ullmann	14 %
Knowsley & Co. Ltd.	15½%
Lloyds Bank	14 %
London & European	14½%
London Mercantile	14 %
Midland Bank	14 %
■ Samuel Montagu	14 %
■ Morgan Grenfell	14 %
National Westminster	14 %
Northern Comm. Trust	14 %
Norwich General Trust	14 %
P. S. Refson & Co.	14 %
Rossminster Accept'cs	14 %
Royal Bk. Canada Trust	13½%
Schlesinger Limited	14 %
E. S. Schwab	15 %
Security Trust Co. Ltd.	15 %
Shenley Trust	16 %
Standard Chartered	14 %
Trade Development Bk.	14 %
Twentieth Century Bk.	15 %
United Bank of Kuwait	14 %
Whiteaway Laidlaw	14½%
Williams & Glyn's	14 %
Yorkshire Bank	14 %

■ Members of the Accepting Houses Committee.
* 7-day deposits 11%, 1-month deposits 11½%.
† 7-day deposits on sums of £10,000 and under 11%, up to £25,000 11¼% and over £25,000 11½%.
‡ Demand deposits 11%.
§ Call deposits over £1,000 11%.

CORAL INDEX
Close 260-265

INSURANCE BASE RATES

† Atlantic Assurance	12½%
Cannon Assurance	12¼%

† Address shown under Insurance and Property Bond table.

MONEY MARKET

Hectic conditions

Bank of England Minimum Lending Rate 15 per cent.
(since October 7, 1976)

Fixed period interest rates rose sharply in hectic conditions in the London money market yesterday afternoon. Fears about a *large increase in Bank of England* Minimum Lending Rate, at to-day's Treasury Bill tender, pushed rates up to around 16 per cent. in the fixed periods, but there was a general reluctance to lend funds at almost any rate that was bid.

Discount houses buying rates for three-month Treasury bills finished at 14¾-14⅞ per cent., while rates for three-month bank bills were around 15¾ per cent.

Day-to-day credit was in short supply and the authorities gave an extremely large amount of *assistance by lending* a large amount overnight, at Minimum Lending Rate, to four or five houses, and by buying a large number of Treasury bills and local authority bills from the houses. Banks carried forward surplus balances, and there was a fall in the note circulation. These were outweighed by a net market take-up of Treasury bills, an excess of revenue payments to the Exchequer over Government disbursements, and repayment of the previous day's official advances to the market.

Discount houses paid 15-15½ *per* cent. for secured call loans in the early part and closing balances were found at 13½-14 per cent.

In the interbank market overnight loans closed at 13-13½ per cent.

Rates in the table below are nominal in most cases.

Oct. 27 1976	Sterling Certificate of deposit	Interbank	Local Authority deposits*	Local Auth. negotiable bonds	Finance House deposits	Company deposits	Discount market deposits	Treasury Bills ф	Bank Bills ф	Fine Trade Bills ф
Overnight	—	13-15⅛		—	—	14⅝	13½-15¼	—	—	—
2 days notice	—		15-15½	—	—	—	—	—	—	—
7 days or 2 days notice	—	15-15¼	15-15½	—	15¾-16	—	14½-14⅞	—	—	—
One month	16-15¾	15⅝-16⅛	15½	16½-15½	15¾-16	—	14½-14¾	14¾	16	16¾
Two months	16-15¾	15¾-16⅛	—	16½-15½	15¾-16	—	14½	14½-14¾	16	16⅝
Three months	16-15¾	15¾-16⅛	15½-15¾	16½-16½	15¾-16	—	14½	14⅝-14¾	15¾	16¼
Six months	16-15¾	15¾-16	15½-15¾	16½-16½	15¾-16	—	—	—	15¾	16½
Nine months	15¾-15⅝	14½-16		16½-16½	15¼-16	—	—	—	—	—
One year	15½-15⅛	14½-16	15¾-16	16½-15½	15¼-16	—	—	—	—	—
Two years			15¾-16	—	—	—	—	—	—	—

Local authority and finance houses seven days' notice, others seven days' fixed. * Long-term local authorities mortgage rates nominally three years 15½-16 per cent.; four years 15½-16 per cent.; five years 15½-16 per cent. ф Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills 16 per cent.; four-month trade bills 16½ per cent. Approximate selling rate for one-month Treasury bills 14½ per cent.; two-month 14½ per cent.; and three-month 14½ per cent. Approximate selling rate for one-month bank bills 15¾ per cent.; two-month 15½ per cent.; and three-month 15½ per cent.; one-month trade bills 16½ per cent.; two-month 16⅝ per cent.; and also three-month 16½ per cent.

Finance House Rates (published by the Finance Houses Association) 12 per cent. from October 1, 1976. Clearing Bank Deposit Rates for small sums at seven days' notice 11 per cent. Clearing Bank Base Rate for lending 14 per cent. Treasury bill average tender rates of discount 14.4186 per cent.

هكذا من الأصل

AUTHORISED UNIT TRUSTS

Bridge Fund Managers♥(a)(c)
5-8, Mincing Lane, E.C.3 01-623 4951

Bridge Inc.	142.0	153xd	.....	10.65
Bridge Cap. Inc.	20.7	22.1xd	-0.4	5.24
Bridge Cap. Acc.	22.0	23.5	-0.7	5.24
Bridge Exempt	64.0	72.0	-5.0	7.98
Bridge Intl. Inc.	11.3	12.1xd	-0.4	3.78
♦Bridge Intl Acc.	11.8	12.6	-0.5	3.78

Prices Oct. 20. Next sub day Oct. 20.

The British Life Office Ltd.♥ (a)
Reliance Hse., Tunbridge Wells, Kt. 0892 22271

BL British Life	30.2	32.0xd	-0.6	8.29
BL Balanced*	25.8	27.6xd	.....	8.53
BL Capital*	24.0	25.7	.....	7.31
BL Dividend*	26.7	28.6xd	.....	9.84

Prices on Oct. 27. Next dealing Nov. 3.

Brown Shipley & Co. Ltd.♥ (x)(c)
Mngrs: Founders Ct., EC2 01-600 8520

BS Units*	122.5	129.8	.....	8.40
Do (Accum.)*	146.2	153.9	.....	8.40
BS Exept July 31	85.7	90.7	.....	6.50

Prices on Oct. 20. Next sub. day Nov. 2.

Canada Life Unit Tst. Mngrs. Ltd.♥
2-6 High St., Potters Bar, Herts. P. Bar 51122

Can. Gen Dist.	23.1	24.3	-0.3	6.33
Do. Gen. Accum.	26.7	28.2	-0.3	6.33
Do. Inc. Dist.	21.0	22.1xd	-0.4	9.73
Do. Inc. Accum.	25.3	26.7	-0.4	9.73

Capel (James) Mngt. Ltd.♥
100 Old Broad St., EC2N 1BQ 01-588 6010

Capital	49.4	52.0	.....	5.40
Income	43.7	46.1	.....	9.72

Prices on Oct. 20. Next dealing Nov. 3.

Carliol Unit Fd. Mgrs. Ltd.♥ (a)(c)
Milburn House, Newcastle-upon-Tyne 21185

Carliol	44.6	47.3	.....	4.97
Do. Accum. Units	51.8	54.9	.....	4.97
Do High Yield	23.6	25.0	.....	12.16
Do. Accum. Units	26.6	28.2	.....	12.16

Next dealing date Nov. 3.

Charterhouse Japhet♥
1, Paternoster Row, EC4. 01-248 3999

C.J. Internat'l	22.4	22.8xd	-0.4	2.52
Accum. Units	24.2	25.8xd	-0.4	2.52
C.J. Income	21.6	22.9xd	-1.2	13.84
C.J. Euro Fin	22.2	23.8xd	+0.4	3.17
Accum. Units	24.8	26.4xd	+0.4	3.17
C.J. Fd. Inv. Tst.	16.0	17.2xd	-0.4	5.38
Accum. Units	18.0	19.2xd	-0.4	5.38

Prices on Oct. 27. Next dealing Nov. 3.

Chieftain Trust Managers Ltd.♥(a)(g)
30/31 Queen St., EC4R 1BR. 01-248 2932

High Income	20.9	22.3	-0.3	14.56

Confederation Funds Mgt. Ltd.♥ (a)
120 Regent St., W1R 6AY. 01-437 0040

Growth Fund	19.3	20.3	.....	4.90

Cosmopolitan Fund Managers.
56 Copthall Ave., London EC2R
01-628 8222, 01-638 1580

Cosmopoln.Gth.Fd.	10.3	11.1	.....	7.52

Coyne Investment Mngt. Ltd.

Framlington Unit Mgt. Ltd. (a)
5-7, Ireland Yard, EC4B 5BH. 01-248 6971

Capital Tst.	48.4	51.6	.....	7.01
Income Tst.	47.8	50.8	.....	9.25
Int. Growth Fd.		50.0	.....	4.80(d)

Friend's Provdt. Unit Tr. Mgrs.♥
Pixham End, Dorking. 0306 5055

Friends Prov. Uts.	22.6	24.1	-0.2	6.53
Do. Accum.	27.2	28.9	-0.3	6.53

G.T. Unit Managers Ltd.♥
16, Finsbury Circus EC2M 7DD 01-628 8131

G.T. Cap. Inc.	48.3	51.3	.....	3.80
Do. Acc.	55.7	59.3	.....	3.80
G.T. Inc. Fd. Un.	88.8	93.3	.....	14.20
G.T. U.S. & Gen.	125.9	133.9	.....	1.90
G.T. Japan & Gen.	211.8	225.3	.....	0.90
♦Gt. Pens.Ex.Fd.	109.4	114.8	.....	2.80
G.T. Int'l. Fund	94.4	100.4	.....	0.90

G. & A. Trust (a) (g)
5, Rayleigh Rd., Brentwood (0277) 227300

G. & A.	18.5	19.8	-0.2	7.30

Gartmore Fund Managers ♥ (a)(g)
2, St. Mary Axe, EC3A 8BP. 01-283 3531

(a)American Tst.	23.6	25.4	+0.4	2.49
British Tst. (Acc.)	25.6	27.9	-0.5	6.47
Capital Fund	95.6	102.3	-0.6	5.14
Far Eastern Trust	23.7	25.5	+0.3	0.96
High Income Tst.	31.0	33.3	-0.6	13.40
Income Fund	36.3	39.0	-0.3	12.02
Ins. Agencies	£10.44	11.22	+0.03	5.17
Intl. Exempt Fd.	61.0	65.6xd	-0.3	7.85
(a)Intl. Tst. (Acc.)	26.9	28.9	-0.2	2.02

Gibbs (Antony) Unit Tst. Mgs. Ltd.
23, Blomfield St., EC2M 7NL. 01-588 4111

(a)A.G. Income*	21.9	23.4xd	.....	23.3
(a)A.G. Growth††	18.3	19.6	.....	7.50
(a)A. G. Far East*	24.0	25.9	.....	0.30

Dealing *Tues. ††Wed.

Govett (John).♥
77, London Wall, E.C.2. 01-588 5620

Stckhldr Oct. 8	100.8	108.4	.....	2.13
Do. Accum. Unit	117.6	123.7	.....	2.13

Next dealing day Nov. 5

Grieveson Management Co. Ltd.
59 Gresham St., EC2P 2DS. 01-606 4433

Barton Oct. 27	127.3	133.4	-3.9	5.47
(Accum. Units)	131.8	138.1	-3.2	5.47
Eng. Hyd. Oct. 23	97.6	102.3xd	.....	10.89
(Accum. Units)	103.5	108.4	.....	10.89
Endeav. Oct. 20	155.2	162.6xd	.....	3.28
(Accum. Units)	156.9	164.3	.....	3.28
G'chstr. Oct. 22	93.2	97.6	.....	3.16
(Accum. Units)	93.2	97.6	.....	3.16
La. Br. Oct. 27	60.3	63.1	.....	3.46
(Accum. Units)	60.3	63.1	.....	3.46

Guardian Royal Ex. Unit Mgrs. Ltd.
Royal Exchange, EC3P 3DN. 01-628 8011

(ag) Guardhill Tst.	50.7	52.5	-0.4	6.79

Henderson Administration♥
Premier U.T. Admin., Rayleigh Road, Brentwood, Essex. 0277 227300.

(g)Australian	34.7	37.0xd	+0.5	3.48
(g)Cap. Accum.	21.0	22.6xd	-0.2	5.56
(g)European	28.0	29.8xd	-0.1	2.76
(g)Far East	56.0	59.9	+0.7	2.11
(g)Finan.&ITU	14.5	15.6	-0.1	5.77
♦Gross Oct. 26	102.6	107.9	.....	4.06
(g) High Income	31.9	34.1	-0.3	12.80
(g)Inc. & Assets	17.1	18.2	-0.3	8.75
(g)International	21.6	23.0xd	+0.1	4.45
(g)Nth American	38.8	41.5	+0.3	4.45
(g)Oil Nat. Res.	19.9	21.2	+0.1	4.16
World'd Oct. 8	47.9	51.2xd	.....	6.90

11, Austin Friars, EC2N 2ED

Cabot Oct. 20	53.8	57.2	.....	5.40

*For tax exempt funds only

Hill Samuel Unit Tst. Mgrs.† (a)

INSURANCE, PROPERTY, BONDS

OFFSHORE AND OVERSEAS FUNDS

REGIONAL MARKETS

…selection of the share prices previously shown under regional headings is …ted below with quotations on London. Irish issues, most of which are not …lly listed in London, are shown separately and with prices as on the Irish …ge.

…Inv. 20p	15	.....	Higsons Brew.	63	.....	Conv. 9% '80/82	£77¼	.....
…mming	34	.....	I.O.M. Stm. £1	135	.....	Alliance Gas	51	.....
…	21	.....	Holt (Jos.) 25p	182	.....	Arnott	210	.....
…Est. 50p	123	-3	Kleen-e-Ze	30	+2	Carroll (P.J.)	100	.....
…Croft	21	.....	Lovell's Ship £1	135xd	+5	Clondalkin	33xd	.....
…Rose £1	350	.....	N'thn. Goldsmith	24	-1	Concrete Prods.	40	.....
…R.A.)	20	.....	P.M.A.	24	.....	Heiton (Hldgs.)	22	.....
…McHdy.	65	.....	Pearce (C. H.)	85	.....	Ind. News	35	.....
…k. 10p	22	.....	Peel Mills	11	.....	Ins. Corp.	148½xd	.....
…	9½	.....	RobbCaledonSh.	44	.....	Irish Distillers	40	.....
…	52	.....	Sayers 12½p	15	.....	Irish Ropes	84	.....
…Pkg. 5p	16	.....	Sheffield Brick	73	.....	Jacob	46	.....
…Bdg. £1	318	-5	Sheff. Refrshmt.	130	.....	Sunbeam	12	.....
…Gh 10p	6	.....	Shiloh Spinn.	21	.....	T.M.G.	68	.....
			Sindall (Wm.)	49	.....	Unidare	42	.....

…ADERS AND LAGGARDS

…following table shows the percentage changes* which have taken place …ember 31, 1975, in the principal equity sections of the F.T.-Actuaries …ices. It also contains the F.T. Gold Mines Index.

…	+ 24.28	Consumer Goods (Durable) Group	− 29.79
…	+ 23.85	Office Equipment	− 30.93
…	+ 6.68	Mining Finance	− 31.09
…	+ 2.72	Banks	− 31.13
…rs and Publishing	− 0.68	Investment Trusts	− 31.37
… Games	− 0.93	Insurance (Composite)	− 31.42
…Tools	− 8.92	Entertainment and Catering	− 32.07
…	− 16.27	Financial Group	− 34.03
…(Brokers)	− 18.30	Food Retailing	− 34.09
…. Distributors	− 18.45	Insurance (Life)	− 34.92
…Traders	− 19.04	Electronics, Radio and TV	− 35.00
…	− 20.58	Household Goods	− 35.76
…	− 21.21	Stores	− 36.43
…	− 21.31	Discount Houses	− 37.03
…ing (General)	− 21.85	Building Materials	− 37.79
…e Spirits	− 23.00	Textiles	− 39.24
…ng (Heavy)	− 23.21	Coppers	− 42.31
…ufacturing	− 24.87	Property	− 43.23
…Index	− 25.51	Merchant Banks, Issuing Houses	− 46.07
…d Spirits	− 26.92	Hire Purchase	− 47.32
…	− 27.13	Contracting and Construction	− 49.51
…Group	− 27.51	Gold Mines F.T.	− 54.58
…oods Group	− 27.75		
…and Paper	− 29.09		
…Goods (Non-durable) Group	− 29.23		

* Percentage changes based on Tuesday, October 26, 1976 indices.

…OMPANY NOTICE

Bank of Montreal

Established 1817
Dividend No. 472

Notice is hereby given that a dividend of Twenty Five Cents per share on the paid up Capital Stock of this Institution has been declared for the current quarter payable on November 29th 1976 to shareholders of record at the close of business on the 29th October 1976.

Shares not fully paid for by October 29th will rank for the purpose of the said Dividend to the extent of the payments made on the said shares on or before that date.

By order of the Board
R. Muir
Vice President and Secretary

FT SHARE INFORMATION SERVICE

**BRITISH FUNDS

1976 High	Low	Stock	£	+ or −	Yield Int.	Yield Red.
		"Shorts" (Lives up to Five Years)				
101¾	99⅞	Treasury 10½pc 1976‡‡	99⅞	.....	10.56	14.56
96⅜	95¼	Treasury 6¾pc 1977‡‡	97⅛	−⅛	6.43	14.42
97¼	94½	Electric 3pc 74-77	96¾	−¼	3.10	11.98
103⅛	97½	Treasury 11½pc 77‡‡	97½	−⅛	11.80	14.49
95⅛	91⅞	Treasury 3pc 77‡‡	93¼xd	−½	3.22	9.99
95⅝	92¼	Transport 4pc 72-77	95½	−½	4.29	10.49
99⅜	90½	Treasury 9pc 1978‡‡	93⅜	−⅛	9.64	14.45
101½	93⅞	Treasury 10½pc '78‡‡	93⅞	−⅛	11.19	14.60
93¾	89⅝	Exchequer 5pc '76-78‡‡	89⅞	−⅝	5.56	11.00
103⅜	92⅜	Treasury 11½pc '79‡‡	92⅜	−¾	12.42	15.35
98¼	92⅜	Treas. 11½pc '79 'A'‡‡	92⅜	−⅜	12.43	15.39
88⅞	82¼	Treasury 3pc '79‡‡	82¼	−⅝	3.65	10.24
89⅞	82¼	Electric 4½pc 74-79	82¼	−⅞	5.17	11.61
100⅜	86⅞	Treasury 10½pc '79‡‡	88⅞xd	−¼	11.81	15.27
88¼	82¼	Electric 3½pc '76-79	82¼xd	−¼	4.25	10.45
96⅜	84½	Treasury 9pc 1980‡‡	84½	−1	10.65	15.66
93½	84⅜	Treasury 9½pc '80‡‡	84⅜xd	−1	11.23	15.31
86	78¼	Treasury 3½pc 77-80	78¼	−¾	4.47	10.93
89½	80	Funding 5¼pc '78-80‡‡	80	−¾	6.56	12.21
103⅜	88½	Treasury 11½pc 1981‡‡	88½	−1	12.99	15.74
86	76⅝	Treasury 3½pc 1979-81	76⅝	−⅞	4.57	10.34
95⅝	82⅜	Treasury 9¾pc 1981‡‡	82⅜	−⅛	11.81	15.50
		Five to Fifteen Years				
94⅛	79⅞	Treasury 8½pc '80-82‡‡	79⅞	−¼	10.98	14.83
70⅛	69⅞	Treasury 3pc '82‡‡	69⅞	−⅛	4.30	10.60
107¼	88⅞	Treasury 12pc 1983‡‡	88⅞	−¾	13.71	15.10
81⅛	69⅝	Funding 5½pc '82-84‡‡	69⅝	−⅜	8.08	12.29
87⅞	74⅞	Treasury 8¾pc '84-86‡‡	74⅞	−⅜	11.75	13.73
74⅞	60½	Funding 6½pc '85-87‡‡	60½	−⅜	10.80	13.79
77⅝	65⅛	Treasury 7¾pc '85-88‡‡	65⅛	−⅜	12.28	14.46
51¼	44⅜	Transport 3pc '78-88	44⅜	−⅜	6.91	12.23
59¾	48	Treasury 5pc '86-89	48	−⅜	10.46	13.71
103¼	87¾	Treasury 13pc 1990‡‡	87¾	−⅝	15.47	15.89
75⅞	64⅛	Treasury 8¼pc 87-90‡‡	64⅛	−⅜	13.51	15.03
60	47⅝	Funding 5¾pc '87-91‡‡	47⅝	−⅞	12.16	14.61
		Over Fifteen Years				
100½	84¼	Treasury 12¼pc '92‡‡	84¼	−⅝	15.77	16.13
98½	82¼	Treasury 12½pc '93‡‡	82½	−⅝	15.67	16.16
52	45⅝	Funding 6pc 1993‡‡	45⅝	−⅜	13.45	15.15
73½	59½	Treasury 9pc '94‡‡	59½xd	−⅜	15.60	15.74
97½	91½	Treasury 14½pc '94‡‡	91½	−⅜	16.11	15.21
36½	25⅝	Gas 3pc '90-95	25⅝xd	−¼	10.47	13.69
100	79	Treasury 12¾pc '95‡‡	79xd	−⅝	16.21	15.25
75⅞	59⅞	Treasury 9pc '92-96‡‡	60	−⅜	15.27	15.87
95½	81½	Exchequer 13¼pc '96‡‡	81½xd	−⅝	16.13	15.30
37⅛	28	Redemption 3pc 1986-96	28	−¼	10.80	13.57
103½	85⅜	Treasury 13¼pc '97‡‡	85⅜	−⅝	15.19	16.22
70⅛	58	Treasury 8½pc 1997‡‡	58	−⅜	15.33	15.55
57½	45	Treasury 6¾pc '95-98‡‡	45xd	−⅜	14.97	15.75
95¼	93⅞	Treasury 15½pc '98‡‡●	95⅞	−⅜	16.35	16.36
76	63¼	Treasury 9½pc 1999‡‡	63¼	−½	15.70	16.01
31½	25⅜	Funding 3½pc '99-04	25⅜	−¼	14.37	15.13
65	51	Treasury 8pc '02-06‡‡	51	−⅜	15.34	16.00
46⅛	35⅝	Treasury 5½pc '08-12‡‡	35⅝	−⅜	15.75	15.86
60⅞	50⅛	Treasury 7¾pc '12-15‡‡	50½	−⅜	15.93	15.99
		Undated				
30⅛	25¼	Consols 4pc	25¼	−¼	15.47	—
27⅞	22¼	War Loan 3½pc‡‡	22¼xd	−¼	15.50	—
28⅞	23⅛	Conv. 3½pc '61 Aft.	23½	−⅛	15.06	—
23¼	18½	Treasury 3pc 66 Aft.	18½	−⅛	16.38	—
19⅝	16	Consols 2½pc	16	−⅛	15.73	—
19½	15⅛	Treasury 2½pc	15⅛	−⅛	16.46	—

**INTERNATIONAL BANK

75	68½	5pc Stock 77-82	71½	−1	7.09	12.23

**CORPORATION LOANS

99¼	78¼	Birmingham 9½pc 79-81	78¼	−½	[illegible]	15.71
[illegible]	97½	[illegible]	97¼	−¼	5.60	16.83
95	89½	[illegible]	95½	−⅝	5.55	15.85
96	92½	G.L.C. 7pc '77	93¼	−⅝	7.73	15.79
102½	80¼	Do. 12½pc '82	82½xd	−½	14.24	15.85
72¼	74	Herts. 5½pc 78-80	73	−½	7.27	14.23
95⅝	91½	Liverpool 7pc '76-77	93	−½	7.53	15.75
83	73½	Do. 5¼pc 80-84	72½xd	−½	[illegible]	15.73
26	20⅛	Do. 3½pc Irred.	20⅛	−⅛	17.50	—
90	85¼	Ldn. Corp. 6½pc 75-78	85¼	−⅜	7.57	15.95
83	71	Do. 9¼pc '84-85	71	−½	13.13	15.46
92	87¾	L.C.C. 6pc '76-79	88¼	−½	6.76	15.95
75½	64¼	Do 5½pc '77-81	67¼	−¾	8.12	15.04
67½	58	Do 5½pc '82-84	58½	−½	9.65	15.12
59	49	Do 5½pc '85-87	50¾	−¼	11.41	15.64
60½	50	Do 6¼pc '88-90	50	−½	14.04	16.34
22½	18¼	Do. 3pc '20 Aft.	18¼	−¼	17.21	—
93¾	90	Middx. 6¼pc '75-77	90¼	−⅝	6.89	15.71
79½	74	Do 5¼pc 1980	74	−¾	7.10	15.36
90½	81½	Newcastle 9¼pc '78-80	81½	−¾	11.34	15.80
101½	91	Warwick 12¾% 1980	91	−½	13.73	15.55

COMMONWEALTH & AFRICAN LOANS

91	83⅝	**Aust. 5½pc '75-78	83⅝	−1⅛	6.61	15.87
82¾	77¼	**Do. 5½pc 77-80	77¼	−¼	7.29	15.51
74¼	64½	**Do. 5½pc '81-82	64½	−1	8.58	15.50
86⅞	80¾	**N.Z. 4pc 1976-78	82¼	−½	4.92	14.55
83⅛	77	**Do. 6pc 76-80	77	−⅛	7.82	15.43
74	63	**Do 7½pc '83-86	63½	−1¼	12.34	15.45
65	22	Sth. Rhod. 2½pc '65-70	40	.....	—	—
62	34	Do. 6pc '78-81	48	.....	—	—

LOANS (Miscel.)

81½	42½	Agric. Mt. 5pc '59-89	42½	−¼	12.22	16.52
76½	66½	Alcan 10½pc '89-94	66½	.....	16.43	17.02
100¼	99½	**FFI 12pc '81	90½	−½	14.37	16.12
106	93	Do. 14pc 1983	98	.....	15.25	17.60
66¼	54½	ICFC 6¾% Ln. 82-87	54½	−¼	16.70	17.20
97½	89	Do. 9pc 1977	95	.....	9.72	15.70
103	94½	Do. 10pc 'C' 1978	102	.....	10.19	17.10
24¼	19¼	**Met. Water 3pc 'B'	19¼	−¼	15.95	16.93
110	71	U.S.M.C. 9pc 1982	97	+1	9.57	10.40
82½	71	Do. without Wrnts.	76	.....	12.26	16.20
90½	84	Ultramar 7pc '75-78	86½	.....	8.41	17.30

FOREIGN BONDS & RAILS

U.S. $ & DM prices exclude inv. $ premium

AMERICANS

S.E. List Premium 38⅞% (based on $1.5451 per £)

Conversion factor 0.7201 (0.7181)

CANADIANS

1976 High	Low	Stock	£	+ or −	Div. Gross	C'vr	Y'ld Gr's
14¾	10⅝	Bk. Montreal $2	13½	+⅛	$1.00	—	4.8
49½	29¼	Bk. Nova Scot. $2	36⅝	−⅛	$1.72	—	3.1
46¾	33¼	Bell Canada 25c	45	+½	$3.72	—	5.3
25⅝	12	Bow Valley‡	17⅞	+¼	10c	—	0.4
10	780p	Brascan‡	900p	.....	s$1.00	—	7.2
29⅛	19⅛	Can. Imp. Bk. $2	22⅛	+⅛	$1.28	—	3.7
16⅞	10⅝	Can. Pacific $5	14⅝	+⅛	84½c	—	0.0
29⅝	25½	Do. 4pc Deb. £100	25½	.....	4%	—	15.7
37⅞	20¾	Gulf Oil Can.‡	22	−¼	$1.00	—	2.9
670p	430p	Hawker Sid. Can.‡	420p	+5	36c	—	5.5
33	22	Hollinger $5	29	.....	$1.80	—	4.0
18⅜	12⅞	Hudson's Bay ‡	14⅛	+⅛	60c	—	2.7
34⅛	26½	Hud. B. Oil G. $2½	28	−½	$1.60	—	3.7
22¼	16½	Imperial Oil‡	17¼	.....	80c	—	3.0
31½	19½	Inco	28¼	+½	$1.40	—	3.2
920p	460p	Int. Nat. Gas $1	850p	.....	80c	—	6.1
25½	16	Massey Ferg.‡	19⅜	+¼	$1.00	—	3.3
27⅝	20¼	Pacific Pet. $1	23⅛	+¼	80c	—	2.2
38½p	24p	Place Gas $1	30½p	+1½	—	—	—
30½	22⅝	Rio Algom	23¾	−⅜	$1.00	—	2.5
27¼	20¼	Royal Bk. Can. $2	24⅛	+⅛	$1.38	—	3.7
28⅛	17⅛	Seagram Co. C$1	20⅛	+⅛	80c	—	2.5
18⅛	13⅛	Tor. Dom. Bk. $1	16⅛	+⅛	74c	—	2.8
11⅛	830p	Trans Can. Pipe‡	12¼	....	33c	—	0.0

S.E. List Premium 38⅞% (based on $1.5452 per £)

BANKS AND HIRE PURCHASE

1976 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
390	251	ANZ $A1	347	+10	‡Q14.9	—	2.8	—
250	135	Alexanders D. £1	135	−10	11.67	—	13.3	—
£110	£80	Algemene Fl.100	£95	.....	‡Q21%	2.6	5.4	9.8
490	235	Allen Harvey £1	235	−25	25.0	—	16.4	—
128	76	Allied Irish	80	.....	Q6.89	—	8.6	—
195	90	Arbuthnot L. £1	100	−5	8.28	—	12.7	—
£23	£16½	Bank Amer. $1.565	£21⅝	.....	bQ80c	—	2.3	—
350	210	Bk. Ireland £1	225	.....	‡12.5	—	8.5	—
£148	80	Do. 10pc Conv.	£95	.....	Q10%	—	10.6	—
22	17½	Bk. Leumi I£1	19	.....	Q16%	—	7.2	—
230	200	Bk. Leumi (UK) £1	200	.....	7.25	—	5.6	—
•610	470	Bk. N.S.W. $A2	500	+10	‡Q28c	—	4.4	—
325	180	Bank Scotland £1	180	.....	‡8.87	4.0	7.6	5.1
£32¼	£23¼	Bankers N.Y. $10	£30⅛	.....	Q$3.00	—	6.2	—
350	190	Barclays £1	190	−5	‡6.99	4.7	7.3	4.5
45	20	Bates (Edward)	20‡		—	—	—	—
155	95	Brown Shipley £1	95	−5	7.05	—	11.4	—
272	155	Cater Ryder £1	155	−15	15.73	—	15.6	—
75	40	Clive Dis'nt 20p	41xd	−5	3.8	—	14.?	—
•305	•212	Com'l Aus. ($A1)	250	+5	‡Q14%	—	4.5	—
£[illegible]	£107¼	Com'zbk DM10	£124¼	+¼	‡Q18%	—	3.8	—
£27	£16½	Chr'n Hbk. Kr100	£17½	.....	Q13%	—	6.7	—
11	4	Corinthian 10p	5	.....	—	—	—	—
£31½	£15	Cred. France F75	£15	.....	Q9.7%	—	8.1	—
83	68	Dawes (G. R.)	68xd	.....	5.77	♦	13.1	♦
22½	8	Dawnay Day	9	+1	0.5	—	9.0	—
£103	£86	Deutsche Bank DM50	£98	+1	Q20%	—	2.0	—
35	27	F. C. Finance	18	.....	1.5	2.0	12.8	6.1
3½	1	First Nat. 10p	1	.....	—	—	—	—
½	¼	Do. Wrts. 75-83	½	.....	—	—	—	—
14½	6½	Fraser Ans. 10p	8	.....	0.03	—	0.6	—
157	88	Gerrard Natnl.	88xd	−4	h6.65	—	11.6	—
58	28	Gibbs (A.)	28	.....	‡1.79	—	9.8	—
228	120	Gillett Bros. £1	120	−5	13.0	—	16.7	—
29	13	Goode D't Mry. 5p	14	.....	0.79	1.4	8.7	12.3
42	30	Grindlays	36	.....	20.5	—	2.1	—
210	112	Guinness Peat	112	−2	8.27	—	11.4	—
234	104	Hambros	104	.....	7.75	—	12.0	—
131	54	Hill Samuel	63	+1	3.88	—	9.5	—
£16	357	Do. Warrants	425	−25	—	—	—	—
353	278	Hong Shng. $2.50	310	.....	‡Q58c	—	2.4	—
62	42	Jessel Toynbee	42	−8	4.16	—	15.6	—
225	95	Joseph (Leo) £1	110	−10	7.01	—	9.8	—
54	17	Keyser Ullman	17	.....	0.1	—	0.9	—
62	28	King & Shax 20p	28	−4	‡2.75	—	15.1	—
128	61	Kleinwort B.L.	65	−1	‡3.46	—	8.2	—
266	155	Lloyds £1	155	−5	‡7.4	4.4	7.3	4.8
40	27	Manson Fin. 20p	30	.....	3.25	1.1	16.7	8.6
147	55	Mercury Secs.	65	−2	3.03	—	7.2	—
320	200	Midland £1	200	−7	11.47	2.9	8.8	6.1
£94½	£58	Do. 7½% 83-93	£59½	+½	Q7½%	15.0	13.2	—
£82	£59¼	Do. 10¼% 93-98	£60¼	−¼	Q10¼%	15.0	14.7	—
63	31	Minster Assets	31	−1	2.95	2.6	14.6	3.8
•298	220	Nat. Bk. Aust. $A1	245xr	+5	‡Q15%	—	4.3	—
87	50	Nat. Com. Grp.	50	....	2.14	5.5	6.6	4.3
272	168	Nat. West. £1	168	−4	‡10.26	4.2	9.4	4.5
405	210	Schroders £1	210	−10	9.51	—	6.8	—
295	180	Seccombe MC £1	180	−10	13.82	—	11.8	—
31	7½	Slater Walker	7½	−1	E—	—	—	—
75	38	Smith St. Aub.	38	−2	4.03	—	17.2	—
494	282	Stand'd Chart. £1	282	−8	15.75	3.1	8.6	4.5
57¼	55¼	Trade Dev. $1.50	57	.....	Q44c	3.0	6.3	5.3
62	31	Tst. Bk. Afr. 50c	32	.....	Q14%	2.8	15.8	2.8
385	210	Union Disc. £1	210	−25	17.16	—	12.6	—
30	12	U.D.T.	13	.....	E—	—	—	—
£20⅝	£11¼	Wells Fargo $5	£20½	.....	Q$1.0	—	3.1	—
58	36	Wintrust 20p	37	.....	2.98	♦	12.4	♦

Hire Purchase, etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
29	9	Ireland Ernest	10	−1	—	—	—	—
35	25½	J.B. Holdings 5p	27	−1	0.88	10.2	5.1	3.0
36	23	J.C.E.G.	32	.....	1.49	2.0	7.4	10.3
149	104	Jarvis (J.)	106	.....	7.7	3.5	11.1	4.0
175	127	Jennings SA0.50	147	+5	‡Q20c	—	‡	—
260	103	Jhsn-Rchds. 50p	103	−5	†5.32	5.5	6.6	3.2
12½	8	Jones Edwd. 10p	8	.....	0.91	1.5	17.6	5.4
13½	8	Kenkast 10p	9	.....	—	—	—	—
37	18	Kent (M.P.) 10p	18xd	.....	1.85	2.5	15.8	3.9
£39½	£29	Lafarge S.A.F100	£29	.....	Q15%	2.7	5.6	6.3
26	16½	Lafarge Org.	17	−1	†0.67	6.8	15.5	0.0
107	44	Laing (John) "A"	44	.....	‡1.62	8.4	5.7	3.5
150	105	Latham Jas. £1	105	.....	7.52	2.7	11.0	5.1
11	6	Lawdon 10p	6½xd	.....	—	—	—	—
75	52	Lawrence (W.)	52	−1	4.25	2.8	13.3	4.2
17¾	9	Leaderflush 10p	10	+1	0.32	1.9	5.0	16.4
62	46	Leech (Wm.) 20p	46	.....	5.0	2.1	16.7	4.4
40	23	Leyland Paint	23	.....	‡0.8	—	5.4	3.4
41	23	Lilley F.J.C.	25xd	.....	†b1.18	8.1	7.3	2.6
23	12½	Liner C. M'ch 10p	12½	.....	‡1.17	6.2	14.4	3.1
64	29	London Brick	29	−1	2.63	3.2	13.9	3.4
55	41½	Lovell (Y.J.)	45	.....	‡3.48	5.0	11.9	4.4
60	32	McNeill Group	32xd	.....	†2.85	3.9	13.7	2.9
178	93	Magnet & Sthns.	90	−2	‡5.0	2.7	8.5	5.4
43	23	Mallinson (Wm.)	24½	−½	‡2.5	3.2	15.7	4.2
44	30	Manders (Hldgs.)	31	.....	2.07	3.5	10.3	4.3
120	74	Marchwiel	74	−3	‡2.77	6.7	5.8	4.9
72½	31	Marley	31	.....	h2.23	2.9	11.1	5.1
88	60	Marshalls (Hfx.)	60	.....	d4.71	3.1	12.1	4.2
95	50	May & Hassell	52	.....	2.49	4.8	7.4	—
40	15	Meare Bros.	17	.....	†2.62	b3.8	14.7	2.8
66	35	Melville D. & W.	36	.....	3.33	4.0	14.2	2.7
75	36	Meyer (Mont. L.)	36	−1	3.75	2.3	16.0	4.1
70	25	Milbury	23	.....	2.11	5.6	14.1	2.0
15½	10	Miller (Stan) 10p	10	.....	bd0.15	2.4	18.7	3.4
78	43	Mixconcrete	44	.....	‡2.7	3.4	10.0	5.4
41	28	Mod. Engineers	28	.....	†d2.31	2.2	15.4	4.4
56½	34	Monk (A.)	34	−3	4.28	1.6	19.4	5.0
88	61	Mowlem (J.)	61	−1	4.43	2.8	11.2	4.9
67	42	Newarthill £1	42	.....	4.0	1.9	14.7	5.4
57	38	Norwest Holst	48	.....	2.53	4.8	8.1	4.0
122	88	Nott. Brick 50p	100	.....	†6.61	1.5	10.2	9.7
47½	18	Orme Devs. 10p	18	.....	2.47	1.9	21.1	3.8
96	53	Parker Timber	53	.....	4.87	3.8	14.2	3.0
80	59	Phoenix Timber	60	−2	3.47	1.8	8.9	9.5
51	33	Pochins	35	.....	3.75	4.5	16.5	2.0
26	8	Rawlings Bros.	8	.....	0.62	—	12.0	—
103	59	R.M.C.	59xd	−1	g5.17	2.6	13.5	4.6
113	53	Redland	58	−2	3.41	3.3	9.1	4.6
21	12½	Reed & Mallik	13	−½	0.82	4.5	6.9	3.5
69	32	Rich'ds. Wall 10p	31	−1	d4.04	2.2	20.0	3.5
74	47	Roberts Adlard	47	.....	3.55	2.9	11.6	4.6
48	40	Rowlinson 10p	40	.....	d2.0	7.6	7.7	2.6
32	11	Royco Group	11	−½	2.0	1.0	28.0	5.7
31	16	Ruberoid	16xd	.....	†1.53	3.0	14.7	3.5
91	35	Rugby P. Cement	35½	.....	†2.83	2.6	12.5	4.8
114	48	SGB Group	48	−2	†4.28	3.1	13.7	3.6
31	24	Sabah Timber 10p	28	.....	†1.33	4.7	7.3	4.4
41	25	Sharpe & Fisher	25	.....	1.93	2.2	11.9	5.8
36	20	Shellabear Price	21	+1	2.43	2.9	18.1	2.9
59	41	Smart (J.) 10p	41	−1	d3.25	♦	13.0	♦
15	6½	Southern Con. 5p	6½	.....	‡0.87	3.1	20.6	2.1
150	110	Sparrow (W.G.) 50p	115	.....	†4.39	4.1	5.9	6.4
62	35	Streeters 10p	37	.....	†2.07	2.4	8.3	7.2
49	16	Summers (O.C.)	16	−2	3.0	2.1	28.8	2.5
194	98	Tarmac 50p	98	.....	†7.98	2.3	12.5	5.2
299	172	Taylor Woodrow	172	−6	†6.8	6.1	6.1	5.8
288	160	Tilbury C'tg £1	160	.....	†16.53	3.2	15.9	3.0
134	66	Travis & Arnold	73	.....	†3.1	7.5	6.5	3.2
202	118	Tunnel B 50p	118	.....	8.67	3.1	11.6	4.1
82	25½	U.B.M. Group	28	−1	4.2	0.7	24.8	9.9
24	17	Vectis Stone 10p	19	.....	†1.21	2.1	9.8	7.6
130	78	Vibroplant	82	+2	d9.1	1.5	17.1	5.9
33½	18	Ward Hldgs. 10p	18	.....	d2.6	0.9	22.2	7.4
35	21	Warrington	22	.....	3.13	1.4	21.9	4.5
114	80	Watts Blake	83	.....	‡2.1	6.8	3.9	5.1
41	20	Westbrick Prods.	20	−1	2.66	1.9	20.5	4.3
72	46	Western Bros.	46	.....	5.21	0.7	18.2	11.4
10	5¼	Whatlings 5p	5½	.....	b0.57	3.3	16.1	3.5
27	13	Whittingham 10p	13	.....	—	—	—	—
15	9	Wiggins Con. 10p	9½	−½	1.35	1.4	21.9	4.9
54	38	Wilson (Connolly)	39	.....	†2.03	6.6	8.0	2.9
70	27	Wimpey (Geo.)	27	−1	0.55	11.8	3.2	4.1

CHEMICALS, PLASTICS

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
£75	875	Akzo N.V. Fl.20	912	+12	—	—	—	—
100	60	Albright Wilson	60	.....	†3.75	3.0	9.6	5.3
234	165	Alginate Inds.	177	+2	d12.5	1.1	11.1	12.1
67	44	Alida Pack 10p	45	.....	5.14	0.6	27.6	20.0
134	92	All'd Colloid 10p	98	.....	‡4.55	7.6	7.1	9.9
54	35	Anchor Chem.	35	.....	g3.69	—	16.3	—
47	27	Ball (W.W.)	30	.....	†1.5	4.1	7.7	4.9
£48½	£37	Bayer AG. DM.50	£45	+1	gQ17%	1.4	3.3	20.1
127	107	Blagden Noakes	118	.....	16.05	3.8	7.9	7.0
109	70½	Brent Chems 10p	75	−2	N2.11	5.1	4.4	7.6
25	17	Brit. Benzol 10p	25	.....	1.87	4.2	7.2	5.1
41	23½	Brit. Tar Prd. 10p	23½	.....	1.47	3.3	9.4	4.8

BUILDING INDUSTRY, TIMBER AND ROADS

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
30	19½	Readicut 5p	19½	−½	‡1.42	3.9	11.8	5.8
43	26	Reed Austin 'A'	27xd	.....	†2.33	2.4	13.3	4.4
33	19	Rivlin (D&S) 10p	20	.....	2.01	1.5	15.4	6.5
25	5	Rosgill 5p	5	−1	—	—	—	—
17	9	S&U Stores 12½p	10	.....	d0.57	1.5	8.8	(8.9)
22	11	Do. 25%Pf. 12½p	11	.....	0.87	3.1	12.2	(3.1)
154	102	Samuel (H) 'A'	102	.....	5.3	3.5	8.0	5.5
11	6½	Selincourt 5p	9¼	.....	‡0.79	2.2	13.9	5.1
11	3	Sherman (S) 10p	3	.....	—	—	—	—
380	236	Smith W.H. 'A' £1	240	+4	8.87	3.1	5.7	8.8
93	57	Stanley A.G. 5p	60xd	.....	d4.74	1.5	12.2	8.5
55	25	Status Disct. 10p	25	−2	‡0.65	—	4.0	6.3
17	8	Steinberg 10p	8	.....	0.86	—	16.5	—
6	4	Stephen (J) 5p	5	.....	—	—	—	—
19	12½	Sumrie 20p	13	.....	1.25	1.5	14.8	7.0
56½	29	Time Prods. 10p	29	.....	†1.36	7.5	7.4	2.8
98	40	UDS Group	40	−2	4.8	1.0	19.4	8.3
31	15	Upton (E) 'A'	15	.....	2.25	1.7	23.9	3.7
108½	55½	Vantona 20p	57	−5	g4.61	3.2	12.4	4.2
35	27	Vernon Fash. 10p	28	.....	‡2.75	4.0	15.1	3.8
44	24	Wades "A" 20p	27	.....	d1.8	♦	10.0	♦
46	29	Walker (Jas.)	31	−1	1.91	3.2	9.5	5.1
43	26	Do. N.V.	30	.....	1.91	3.2	9.8	4.9
47	26	Wallis & Co. 10p	38xd	+2	d2.5	2.7	10.1	5.7
83	44	Waring & Gillow	44	.....	d3.18	3.1	11.1	4.5
46½	11	Wearwell 5p	12	.....	0.9	—	11.5	—
42	26	Wharf Mill 10p‡	26	.....	1.29	3.5	7.6	5.7
60	38	Wilkson Warbtn.	39	.....	4.24	2.2	16.7	4.2
80	40½	Woolworth	40½	−½	3.95	1.1	15.0	9.3

ELECTRICAL AND RADIO

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
74	47	A.B. Electronic	50	.....	4.51	♦	13.9	♦
46½	22	Allied Insulators	34	−2	‡3.5	3.3	15.8	5.5
37	22	Audio Fidelity 10p	22	.....	d1.8	♦	12.6	♦
10½	8½	Auto'ted Sec. 10p	9xd	.....	b0.65	2.5	11.1	9.2
130	70	BICC 50p	70xd	−5	‡6.61	0.9	14.5	(13.2)
124	67	BSR 10p	67	.....	†2.29	6.3	5.3	3.9
45	32	Best & May 10p	32	.....	2.48	1.9	11.9	6.6
42	30	Bowthorpe 10p	30½	.....	†1.33	3.9	6.8	5.7
17	10	Br. Electronic 10p	10	.....	0.82	♦	11.6	♦
51½	33	Brocks 10p	36	−½	g3.08	2.0	13.2	6.4
16	11	Bulgin 'A' 5p	12	.....	†1.08	1.5	13.8	7.3
73	64	Campbell Ishwd.	66	.....	2.4	7.6	5.6	3.3
116	72	Chloride Grp.	72	−2	3.69	2.4	7.9	7.0
43½	20	Cohen Bros. 10p	28	.....	g2.05	2.8	15.8	3.9
59	29	Comet R. Serv. 5p	29	.....	d2.86	3.0	15.2	3.4
34	14	Craig El'tronic 10p	14xd	.....	‡1.3	2.7	14.3	4.0
37	18	Crellon 10p	18	.....	1.5	1.7	12.9	(6.0)
28	17	Cressland 5p	18	.....	†1.12	2.6	9.8	6.0
146	110	Dale Elect. 10p	110xd	−1	†4.43	4.4	6.2	5.6
293	180	Decca	182	−2	9.54	2.7	8.4	6.7
280	158	Do. 'A'	158	−2	9.54	2.7	9.7	5.8
11	7½	Derritron 10p	7½	.....	—	—	—	13.0
12	8	Dewhurst 'A' 10p	8½	.....	0.8	1.3	14.5	8.2
11¼	5	Dimplex 5p	5½	.....	—	—	—	—
115	85	Dorman Sm. 20p	85	.....	h6.0	1.8	10.9	8.0
114	80	Do. 'A' 20p	82	.....	h6.0	1.8	11.3	7.7
25	14	Dowding & M. 5p	16	.....	0.96	♦	9.3	♦
44	25	Dreamland 10p	25	.....	‡2.27	3.5	14.0	3.2
16	9	Dubilier 5p	9½	.....	†0.8	1.6	13.0	7.2
277	173	EMI 50p	175	−2	6.85	q3.7	6.2	6.7
£158	£100	Do. 8½% Conv. '81	£102	+2	Q8½%	q24.7	‡8.5	—
134	74	Elect'comps 10p	74	−2	4.08	3.3	‡8.5	5.4
25½	17½	Electronic Mach.	17½	−½	0.81	2.9	7.1	7.4
73	35	Elec. Rentals 10p	35	−2	1.87	2.6	8.2	7.9
4¼	2½	Energy Servs. 10p	3½	.....	—	—	—	14.2
137	89	Ever Ready	89	−1	†3.48	4.2	6.1	6.0
104	56	Farnell Elec. 20p	56xd	.....	g3.83	4.2	10.5	3.6
76	38	Fidelity Rad. 10p	40	.....	†4.22	1.7	16.6	5.3
168	112	G.E.C.	112	−4	3.27	5.6	4.5	6.1
18	7	Goldring 10p	7	.....	—	—	—	—
13½	8	Highland El. 20p	8	.....	0.8	1.6	15.4	6.3
64	45	Jones Stroud	45	.....	3.8	‡2.8	13.0	4.3
57	35	Laurence Scott	37½	−½	2.72	q2.6	11.2	5.4
62½	37	Lec Refrig.	57	−2	†h2.11	5.9	8.8	3.0
69	60	M.K. Electric	60	.....	4.72	1.9	12.1	6.8
130	72	Muirhead	72	.....	†3.02	2.8	6.5	8.7
63	34	Newman Inds.	34	−1	†3.6	4.1	16.8	2.2
110	87	Newmark Louis	87	.....	5.41	4.6	8.8	3.5
41	25	Normand El. 20p	26	.....	2.32	2.3	13.6	4.9
£105	£74	Perkin-Elmer 4pc	£74	.....	Q4%	♦	5.4	—
188	113	Petbow Hldg 10p	113	.....	d7.0	2.9	9.5	5.6
£85	£48	Philips Fin. 5¾%	£48	−1	Q5¾%	♦	11.5	—
£10⅞	815	Philips Lp. Fl.10	905	−5	Q14%	1.5	3.8	17.5
61	44	Pifco Hldgs. 20p	45	.....	2.42	4.7	8.3	4.0
61	39	Do. 'A' 20p	42	.....	2.42	4.7	8.8	3.7
84	53	Plessey 50p	54	−1	4.4	2.1	13.0	5.2
40	25	Pressac 10p	30xd	.....	2.41	♦	12.5	♦
64	20	Pye Hldgs.	20	.....	‡2.9	2.3	‡	2.3
266	157	Racal Electrncs.	157	−5	1.55	12.2	1.5	8.3
94	53	Rediffusion	54	.....	3.9	2.1	11.8	6.2
135	80	Reyrolle £1	86	−2½	†7.0	4.5	12.5	1.9
33	19	Rotaflex G.B. 10p	26	.....	0.79	1.8	4.8	14.2
124	98	S'ng'mo. Wst. 50p	100	.....	6.3	2.5	9.7	6.4
220	180	Scholes (GH)	180xd	−3	14.85	1.0	12.7	12.3
20	8½	Scott (James)	13	.....	E—	—	—	2.1
850	600	Sony Co. Y50	735	.....	‡Q40%	11.0	0.3	30.5
9½	4½	Sound Diffsn. 5p	8½	.....	—	—	—	—
15	5	Sturla (G.) 10p	5	.....	—	—	—	—
33	14	Telefusion 5p	14	.....	1.05	♦	11.5	♦
32	13	Do. 'A' N/V 5p	13	−1	1.05	♦	12.4	♦
114	64	Tele. Rentals	64	−4	†4.75	2.0	11.7	6.4
268	134	Thorn Elect.	134	−2	5.99	4.7	6.9	4.8
268	134	Do. 'A'	134	−2	5.99	4.7	6.9	4.8

ENGINEERING, MACHINE TOOLS

ENGINEERING—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
94	62	Hall-Thermotank	67	.....	‡2.84	3.8	6.5	5.9
95	74	Hallite 50p	82	.....	5.25	1.3	9.8	11.4
17½	5½	Hampson Inds. 5p	5½	.....	0.62	1.6	17.5	3.7
35	16	Hartle Machy.	18	.....	2.15	1.4	18.4	5.1
490	334	Hawker Sid. £1	336	+6	†13.3	5.8	6.1	4.1
55	27	Head Wrightson	28	−1	2.6	4.0	14.3	2.7
45	24	Hill & Smith	24	−2	†hd2.0	4.0	12.8	3.0
72	46	Hopkinsons 50p	50	+4	‡4.53	1.5	14.2	7.9
56	31	Howard Machy.	31	−1	†2.03	1.9	10.1	6.6
58½	39	Howden Group	39	−2	h3.28	1.5	12.9	(6.9)
17	12	Hunt Moscrop 5p	13xd	−½	0.46	♦	5.4	♦
58	36½	I.M.I.	36½	.....	N2.95	2.2	11.3	6.2
10½	6½	Int. Combustn 5p	6½	−¼	0.65	1.9	15.4	(4.1)
25¾	16	Jackson J&HB 5p	16	.....	‡0.81	7.6	7.8	5.0
50	40	Jenks & Cattell	47	.....	1.58	7.0	4.3	4.2
41	23	Jevons C'per 10p	34	.....	‡2.92	—	13.2	2.1
24	16	Johnson (C.H.)	23	.....	†1.5	4.1	10.3	3.6
65	38	Johnson & Firth	38	−1	3.82	♦	17.3	♦
58	45½	Jones Group 10p	45½	.....	Q4.5	1.8	10.0	8.3
90	47	Jones Shipman	47	.....	†4.37	3.3	13.4	3.2
95	64	Kwikform 20p	65	.....	4.46	3.6	10.6	3.8
71	34	Laird Group	34½xd	.....	‡2.39	3.5	10.7	4.2
74	35	Lake & Elliot	35xd	−2	3.44	%	15.1	%
32	15	Lane (Percy) 10p	26xd	−1	‡2.8	3.6	16.6	3.4
19¼	12½	Lee (Arthur) 12½p	12½	.....	1.15	1.6	14.2	6.9
61	35	Ley's Foundries	43	−1	3.5	3.5	12.5	3.5
40	16	Linread	16	.....	‡3.17	1.8	‡	—
40	15	Do. 'A'	15	.....	‡3.17	1.8	‡	—
75½	52	Lloyd (F.H.)	52½	−½	4.32	2.5	12.7	4.9
11¼	8	Locker (T) 5p	8	.....	0.7	2.2	13.6	5.1
10¼	7½	Do. 'A' 5p	7½	.....	0.7	2.2	14.5	4.8
46½	30	London & Midl'd.	32	.....	h3.01	3.1	14.5	3.4
28	14	Lyndale 10p	16	.....	1.85	♦	17.8	♦
84	48	M.L. Holdings	50	.....	3.47	3.8	10.7	3.8
17½	7½	Mangan Bronze	9	.....	0.25	14.2	4.3	2.5
28	16	Martin (Tom) 10p	28	.....	‡bd0.75	2.2	4.1	16.9
138	74	Martonair 20p	74	.....	3.37	3.4	7.0	5.9
115	46	Mather & Platt	114½	−½	‡2.67	b3.4	3.6	10.1
85	46	McKechnie Bros.	49	−2	3.55	2.3	11.1	6.1
9	5	Meggitt 5p	6	.....	†0.32	6.3	8.2	3.0
24½	14	Metalrax 5p	15	.....	†b1.01	2.9	10.4	5.0
27½	16½	Midland Inds. 5p	17	−½	†d0.8	5.1	7.3	4.2
31	21	Mining Sup. 10p	23	.....	1.0	5.7	6.7	4.1
27	18½	Mitchell Som. 10p	18½	.....	1.28	3.9	10.6	3.7
19	10½	Mole (M) 20p	10½	−1½	0.25	2.6	3.7	12.8
111	92	Molins	92xd	−3	b6.5	2.4	10.5	6.2
130	40	Morris (H) 50p	110	+2	‡6.0	2.6	23.1	2.5
64	42	Moss Eng'g	42	.....	3.38	2.3	12.7	5.2
5	1¼	Motor Rail	4‡	.....	—	—	—	♦
55½	27	Neepsend	27	.....	2.93	1.6	16.7	5.8
79	57	Neill (Jas) Hldgs.	57	.....	4.33	1.5	11.7	9.0
11	6½	Newall 10p	8½	.....	0.49	4.8	8.8	2.8
29	20	Newman Gr. 10p	25	.....	†1.26	5.5	8.4	3.3
49	28	Newman Tonks	32	.....	3.25	♦	17.0	4.6
55	42	N'man's Tbs. 10p	50	.....	2.44	4.7	7.9	4.2
14½	6	Norton (W.E.) 5p	8½	.....	0.56	3.5	10.1	4.4
65	36	Osborn (S)	37½	−½	3.2	2.1	13.1	(4.5)
181	112	Pegler-Hatt'sley	114	+2	6.26	4.1	8.6	4.3
28½	9	Penrad	10	.....	—	—	—	—
55	41	Porter Chad. 20p	43	.....	4.29	2.5	15.4	4.1
76	45	Pratt (F)	45	.....	‡3.92	2.7	13.4	4.2
59½	44	Priest (Ben)	46	.....	3.94	2.5	13.2	4.6
£68	£52½	Procor 11¼pc 88-98	£65	.....	Q11¼%	—	17.3	—
45	20	R.C.F. Holdings	21	.....	2.44	2.6	17.9	3.4
24	14	Raine Eng'g 10p	15xd	.....	0.97	♦	10.0	♦
70½	40½	R.H.P.	40½	−1	3.44	3.5	13.1	3.7
148	80	R'nsomes Sim. £1	80	−1	6.95	3.2	13.3	3.4
52	20	Ratcliffe Inds.	25	.....	2.0	2.8	12.3	4.5
42	31	Ratcliffs (G.B.)	37	.....	1.54	7.2	6.4	2.7
60	37	Record Ridgway	42	.....	‡2.76	3.4	10.1	4.5
30½	17	R'dmn H'nan 10p	17½	−1	[illegible]	4.4	8.8	2.8
153	100	Renold £1	100	.....	7.68	1.6	11.8	7.2
51½	30	Rich'ns West. 50p	37½	−½	3.73	1.8	15.7	5.5
48	34	Robinson (Thos.)	36	.....	g3.03	3.4	12.9	3.8
30½	22	Root Harr'n 10p	27	.....	†1.66	1.9	9.7	8.4
80	61	Rotork 10p	65	.....	‡2.11	6.7	5.0	4.6
58	40	Sanderson Kayser	40xd	.....	†3.58	1.6	13.8	6.0
49	24	Savile G. (10p)	31	−½	d2.62	♦	13.0	♦
22	13½	Senior Eng'g 10p	16xd	−½	‡1.04	2.9	11.5	5.1
49½	32	Serck	32	.....	‡2.19	3.6	10.9	3.8
28½	21	Shakesp're J. 5p	25½	+½	‡1.72	9.5	9.3	4.1
39½	23½	Shaw Francis 20p	24	−1	2.14	2.7	13.8	4.2
66	40	Sheepbridge	45½	−½	3.1	2.1	10.5	6.9
139	101	Simon Eng'g	101	−1	‡6.32	2.9	9.9	5.4
80½	48	600 Group	48	−1	g3.32	2.9	10.6	5.0
12½	7	Smith (Whit.) 5p	10	.....	0.25	3.9	3.8	9.0
102	50	Spear & Jackson	58	+3	4.74	1.9	12.9	5.2
39½	31	Spencer Clk. 20p	33	.....	†1.95	4.8	9.1	3.5
15	11	Spencer Gears 5p	12	.....	0.97	♦	13.0	♦
161	113	Spirax-Sarco	114xd	−1	‡5.63	3.5	7.6	5.3
35	18	Spooner Inds.	21	.....	2.15	2.3	15.8	4.3
52	36	Startrite 20p	36	.....	3.12	♦	13.3	♦
184	116	Staveley Inds. £1	118	+1	‡7.6	2.9	10.2	5.9
109	67	Stone-Platt	67	.....	g3.23	5.3	7.4	3.3
150	39	T.C.K. Group	39	.....	5.54	1.4	23.7	4.1
17	6	Tace 10p	6	.....	‡0.8	1.1	‡	6.7
58	45	Taylor Pallister	45	.....	3.68	2.4	12.6	5.0
50	34	Tecalemit	36½	+½	2.92	2.6	12.3	4.8
37	21	Tex. Abras. 10p	21	.....	2.71	2.6	19.8	3.0
895	615	Thyssen DM10	760	.....	Q7%	—	2.4	—
14	9	Tomkins F.H. 5p	11	.....	0.78	2.7	10.9	5.2
68	42	Triplex F'dries	42	−1	3.77	2.6	13.8	4.4
388	236	Tube Investm. £1	238	−6	‡17.05	2.4	11.0	5.7
78	46	Turriff	48	.....	3.78	4.8	12.1	3.2
40	30	Tyzack (W.A.) 10p	30	.....	1.9	♦	10.3	♦
27	18	Utd. Eng'g 10p	18	.....	1.81	1.3	15.5	7.5
17½	12	Utd. Spring 10p	12	.....	1.18	1.1	15.2	8.9
50	32	Utd. Wire Group	32	.....	3.7	0.9	17.8	9.4

FOOD, GROCERIES, ETC.

HOTELS AND CATERERS

HOTELS—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
88	41	Grand Met. 50p	41	−2	g3.8	2.3	14.3	5.
£109	£54	Do. 10pc Cnv 91-96	£54	−1½	Q10%	4.4	18.9	—
65	50	Isle of Man Asse.	62	.....	Q3.13	3.1	5.0	♦
44	33	I.O.M. Ent. 20p	33	.....	Q1.5	2.5	4.5	♦
165	145	Kursaal (M) L.c25	165	.....	Q40%	1.0	8.5	16.7
116	66	Ladbroke 10p	66	−1	‡4.53	3.6	10.6	4.
42	31	Leisure Gen. 10p	32	.....	1.73	2.9	8.3	6.4
6¼	2½	Mt. Charlotte 10p	3½	−¼	—	—	—	—
63	50	Myddleton 50p	50	−10	4.22	♦	13.8	♦
14	5	Norfolk Cap 5p	6	.....	0.2	1.2	5.1	16.
[illegible]	19	North (M.F.) 10p	26	.....	0.73	1.8	4.3	36.
30	17	Pontin's 10p	17	−½	1.5	♦	13.6	♦
55	38	Prince of Wales	40	.....	2.28	1.7	8.8	(8.2
9	5½	Queen's Moat 5p	6	.....	—	—	—	23.
80	63	Rowton Hotels	63	−2	‡5.1	1.7	12.5	7.
35	18	Savoy "A" 10p	21	.....	0.50	—	3.7	—
28	12½	Stakis (Reo) 10p	14½	+½	0.83	2.7	[illegible]	
27	11	Stanneylands 10p	11	−1	0.7	2.4	9.8	6.
15	6	Swan Ryan 5p	7	.....	Q1.25	2.1	17.9	4.
125½	72	Trust H. Forte	76	−4	g7.35	0.9	14.9	12.
20	14	Warner Hols. 'A' 10p	14	.....	1.04	3.6	11.4	3.
97	78½	Wheeler's 10p	85xc	.....	b3.99	3.3	7.2	6.

INDUSTRIALS

(Miscel.)

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
155	123	A.A.H.	123	.....	‡11.0	2.5	13.9	
40	22	AGB Research	25xr	.....	b1.83	3.0	11.	
69	39	A.V.P. Inds.	39	.....	2.6	4.7	10.	
61	26	Aaronson Bros. 10p	26	−2	‡1.60	3.0	9.	
28	14	Abbey Ltd.	14	.....	Q1.0	—	7.	
17	10	Abrasives Int. 10p	10	.....	1.4	1.4	21.	
52½	38	Airfix Inds. 20p	38	−1	‡2.86	4.3	11.	
37	21½	Allied Invs. 5p	23	−1	0.68	1.7	4.	
80	31	Allied Polymer	31	−1	4.43	0.9	22.	
27	14½	Alpine Hldgs. 5p	16	−½	1.95	1.1	18.	
17½	10½	Amal. Industls.	13	.....	1.10	2.7	13.	
282	190	Amal. Metal (£1)	215	.....	12.87	2.5	9.2	
42	31	Andre Sil'ntbl'c 10p	31½	−½	1.6	2.6	7.8	
65	51	Ang. Am. Asphalt	55	−2	h2.17	4.6	6.1	
25	8	Anglowest 10p	8	.....	‡0.59	—		
37	17	Arenson (A) 10p	17	.....	1.91	0.7	17.	
33	22½	Assoc. Leisure 5p	23	+½	‡2.44	1.5	17.	
23	10	Ass. Sprayers 10p	10	.....	—	—	—	
10	6	Austin F. (Ley) 10p	6	−¼	0.49	3.8	12.6	
90	47	Avon Rubber £1	50	−2	‡1.0	—	3.	
55	36	BBA Group	37	+1	‡b1.94	2.8	8.	
65½	45	BOC Intnl.	46	.....	‡2.42	3.7	8.	
187	116	BTR	117	−2	h5.91	2.9	8.0	
113	73	Baird (Wm.) £1	74	−1	7.55	1.8	16.3	
4	2½	Bank Bridge 5p	3½	.....	‡0.2	4.7	‡	—
20	13	Barget (I)	13	−1	0.89	4.8	10.	
275	128	Barlow Rd. R10c.	162	.....	Q230%	2.9	10.4	
195	140	Barr & Strond £1	140	.....	4.83	3.0	5.0	18.
68	29	Barr & W.A.T. 'A'	34	−1	3.02	3.6	13.7	
54	32	Barrow Hepburn	32	−1	‡3.24	2.0	16.4	
49	24½	Bath & Portland	25	.....	‡2.63	2.7	16.2	
101	75	Baxter Fell	75	.....	‡d5.54	4.4	11.4	5.1
94	47	Beatson Clark	47xd	.....	‡4.2	3.7	13.7	
390	269	Beecham	269	−5	5.54	5.1	3.3	7.7
23	9	Bellair Cos. 10p	10	.....	‡1.39	1.9	‡	—
32	14	Bentima	14	.....	1.69	2.2	18.6	3.8
37	27	Berisfords	28	−1	‡1.99	3.3	10.9	4.3
60	37	Berwick Timpo	37xd	.....	‡2.44	4.2	10.1	
168	110	Bestobell	112	+2	‡7.68	2.2	10.6	
76	48	Biddle Hldgs.	50	−2	5.43	1.6	16.7	
42	28	Bifurcated Eng.	28	.....	‡2.75	2.6	15.1	
38	18	Billam (J.) 10p	18	.....	2.92	1.6	25.0	
19	6	Black Arrow 50p	7	+1	0.4	8.9		
•147	114	Black Edg'tn 50p	114xd	.....	‡8.0	2.4		
78	60	Black (P) Hldgs.	68	−2	5.15	‡2.3		
62½	26½	Bodycote Int'l.	26½	−½	‡h2.22	4.3		
22	19	Bogod Pel. 'A' 10p	22	.....	1.6	3.2		
97	69	Boosey & Hawkes	69	.....	‡4.13	4.3		
145	100	Boot (Henry) 50p	100	.....	7.5	2.3		
148	79	Boots	79	−1	2.44	4.4		
£26⅝	£15⅝	Borg-W. US$2.50	£23¼	.....	Q$1.60	—		
230	122	Bowater £1	122	−10	‡7.1	2.2		
74	49	Braby Leslie 10p	53	−1	‡4.5	5.9		
80	58	Brady Inds.	59	.....	5.66	2.2		
64½	51	Brammer (H) 20p	51xr	.....	h2.82	4.8		
19	6½	Bridgend Proc. 5p	10	.....	—	—		
174	97	Bridon	97	−3	‡5.5	2.7		
31	22	Bridport-G 20p	27	.....	‡1.03	5.8		
45	30	BB & EA	40	.....	2.44	3.2		
60	26	Brit. Cine T. 12½p	26	.....	1.11	3.4		
44	21½	Brit. Ind'l H. 10p	26	−3	1.49	♦		
—	—	Brit. Steel Const.	2½‡	.....	—	—		

هكذا من الاصل

INDUSTRIALS—Continued

Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
Hutch. Int. SHK1	57	.....	—	—	—	—
Hyman (I. & J.)	8½	.....	d0.16	◆	2.9	◆
I.C. Industrial	£18¼	.....	tQ$1.40	—	5.4	—
Imp. Cont. Gas £1	268	−5	7.98	2.5	4.7	14.2
Ingall Inds. 10p	16	.....	1.57	◆	15.1	◆
Initial Services	37	.....	3.68	1.5	15.3	6.5
Inter-City 20p	6	.....	0.8	2.5	22.4	2.7
Int. Computers £1	92	−2	0.65	32.9	1.1	3.8
James (John)	24	−1	2.27	1.7	14.6	5.5
Jones (M) 10p	22	.....	d2.57	1.2	18.9	6.5
Jardine M. SHK5	297	+7	Q69c	2.3	2.8	15.8
Jentique 5p	6½	.....	0.53	◆	12.7	◆
Johns'n & B 12½p	12	.....	—	—	—	—
Johnson Clnrs.	23½	.....	†2.32	2.0	15.2	5.0
Johnson Mthy. £1	250	−6	11.08	3.6	6.8	5.7
Judge Int.	9	.....	‡1.85	1.7	‡	—
Kalamazoo 10p	16½xd	.....	1.73	◆	16.2	◆
Kelsey Inds. 12½p	44	.....	2.63	3.5	9.4	4.6
Kennedy Sm. 10p	12	.....	1.36	1.6	17.5	5.6
Kershaw (A.) 5p	464½	+2½	12.81	8.6	4.3	—
Kleeman	140	.....	†d4.26	6.0	4.7	5.6
Kode Int.	28	.....	†1.33	2.0	7.5	4.2
L.C.P. Hlds.	51	−1	3.9	1.6	11.8	7.9
L.K. Ind'l. Invs.	17	.....	2.14	1.8	19.4	4.3
L.R.C. Int. 10p	36	−2	3.09	1.8	13.2	5.9
Lamson Inds.	44	.....	2.5	2.4	8.7	6.8
Lawtex	20	.....	2.0	◆	17.1	◆
Lead Inds. 50p	105	−6	†5.09	4.5	7.5	4.6
Leadenhall Stg.	55	+2	†3.66	2.8	10.5	4.2
Le Bas (Ed)	40	.....	†1.48	14.6	5.7	2.0
Leboff Fobel 10p	32	−1½	†1.48	2.5	7.2	8.5
Lebus Harris	30	+2	2.93	3.2	15.0	2.3
Leigh Ints. 5p	24	.....	0.89	8.4	5.7	3.2
Leisure Car. 10p	72	.....	4.82	1.9	10.3	8.0
Lep Group 10p	40xd	.....	2.77	◆	4.7	◆
Lesney Prods. 5p	50xd	.....	†2.34	6.5	7.2	4.1
Letraset 10p	52	.....	2.54	3.5	7.5	5.0
Liden 10p	8½	.....	—	—	—	—
Light & Leis. 10p	31	.....	2.0	◆	10.3	◆
Lindsay & Wms.	20	.....	—	—	—	—
Lindustries	40	−2	4.0	2.7	15.4	3.7
Lupton (L.)	21	.....	1.0	0.4	7.3	55.4
Lon. & Nthn. Grp.	16½	−1	3.25	1.8	30.3	2.8
Long Hambly. 10p	15½	−½	†1.29	2.0	12.8	6.5
Longton Trans	31	.....	3.1	†1.9	15.4	5.2
Lonsdale Univrsl.	31	−1	†3.77	1.9	18.7	4.3
Low & Bonar 50p	113	.....	†9.75	2.1	13.6	4.7
MK Refrig'n 10p	53	.....	gd2.76	3.7	8.0	5.7
MPI 5p	7	.....	—	—	—	—
M.Y. Dart 10p	31	.....	◆†1.37	4.1	6.8	5.5
Macanie Ldn. 10p	15½	.....	1.61	1.4	16.0	6.1
McCarthy Ph. 20p	59	−1	3.52	3.1	9.2	5.5
Macfarlane Gp.	40	.....	†3.13	1.7	12.0	7.6
McBride Rbt. 10p	120	.....	†3.99	5.1	5.1	3.9
McCleery L'A	13½	.....	1.84	2.7	21.0	2.7
Macpherson (D.)	32	−2	†2.14	2.8	10.3	5.6

INSURANCE

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
86	48	Bowring (C.T.)	48	.....	†2.64	2.6	8.5	8.0
41	27½	Brentnall Bd 10p	36	.....	†1.14	2.7	4.9	14.3
156	94	Britannic 5p	98	−4	7.47	—	12.2	—
£10⅞	720	Combined Am $1	£10⅞	.....	Q80c	—	4.6	—
158	75	Comm. Union	75	−5	6.77	—	13.9	—
144	74	Eagle Star	74	−6	g5.49	—	11.8	—
£128½	£91	Ennia UK9%Cnv.	£94	+1	Q9%	—	(13.9)	—
164	80	Equity & Law 5p	80	−4	5.44	—	10.5	—
175½	116½	Gen. Accident	118	−4	†7.25	—	9.5	—
225	129	Guardian Royal	129	−8	†8.27	—	10.2	—
235	142	Hambro Life	145	−5	b13.75	—	14.5	—
434	264	Heath (C.E.) 20p	313	−5	†13.0	4.9	6.4	9.0
179	110	Hogg Robinson	110	.....	†5.52	4.1	7.8	8.1
163½	102	Howden (A.) 10p	102	−1	†5.0	5.8	7.5	6.9
148	61	Legal & Gen. 5p	84xd	−1	†4.65	—	8.5	—
139	90	Leslie & Gdwn 10p	90	−1	3.69	2.5	6.4	9.7
140	72	Lon. & Man. 5p	72	.....	†4.64	—	10.2	—
64	45	London United 5p	45	.....	†3.76	1.8	12.9	7.6
226	154	Matthew Wr. 20p	156	.....	†8.04	2.5	7.9	7.8
140	100	Minet Hldgs. 20p	107	.....	h3.73	3.2	5.5	8.4
250	138	Pearl 5p	138	−6	†10.24	—	11.4	—
240	132	Phoenix	132	−12	†8.42	—	10.1	—
148	95	Provident "A"	95	−2	†6.65	—	11.2	—
148	95	Do. "B"	95	−2	†6.65	—	11.2	—
146	84	Prudential 5p	84	−3	†5.41	—	9.9	—
130	84	Refuge 5p	84	.....	6.83	—	12.5	—
352	208	Royal	208	−10	†13.39	1.6	10.2	9.2
282	176	Sedg Forbes 10p	176	.....	†8.59	1.7	7.5	12.9
113	68	Stenhouse	68	.....	†3.63	2.0	8.2	9.5
470	293	Sun Alliance £1	293	−7	†16.4	—	8.9	—
98	47	Sun Life 5p	47	−2	2.79	—	9.4	—
965	695	Taisho Mar. EDR	852	.....	Q11%	—	1.0	—
157	110	Trade Indemnity	110	.....	†6.83	—	9.6	—
£34	£20⅝	Travelers $2.80	£31	.....	Q$1.08	—	2.2	—

MOTORS, AIRCRAFT TRADES

Motors and Cycles

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
36	22	Brit. Leyland 50p	22	−1	—	—	—	—
336	230	Gen. Mtr. Units	310	.....	tQ17c	1.8	3.4	27.9
30	21	Lotus Car 10p	22	.....	—	—	—	—
9¼	4¼	Reliant Mtr. 5p	4¼	.....	—	—	—	—
69	43	Rolls-Royce Mtrs.	43	−1	†3.5	2.1	12.5	5.9
£29	£19¼	Volvo Kr50	£20	.....	Q12%	1.4	4.4	16.1

Commercial Vehicles

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
29	14	Crane Fruch. 10p	27	.....	◆†0.89	—	5.1	—
38	21	E.R.F. (Hldgs.)	30	.....	d1.3	—	6.7	—
23	16	Fodens (50p)	22	.....	0.65	—	4.5	—
16	10	Peak Investts. 10p	10	.....	[illegible]	—	7.7	—
94½	72	Plaxtons	81	.....	d5.9	2.1	11.2	6.6

PROPERTY—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
72	47	Evans Leeds	47	−1	2.11	2.1	6.9	18.8
118	90	Ewart New Ntn £1	90	.....	—	—	—	—
14	1¼	Fraternal Est. 5p	1¼	.....	—	—	—	—
11	6	Gilgate 10p	7½	.....	—	—	—	—
170	90	Glanfield Secs.	90	.....	8.0	◆	14.3	◆
260	148	Gt. Portland 50p	148	−7	3.55	1.8	3.7	22.0
27	12½	Green (R.) 10p	12½	.....	d1.34	0.7	16.5	(8.8)
12	5	Greencoat 5p	5½	.....	0.13	1.4	3.6	26.9
395	193	Hammerson 'A'	193	−10	4.52	1.6	3.7	25.9
30	25½	Hartley Ind Tst ‡	25xd	−3	1.3	—	8.0	—
216	115	Haslemere 10p	115	−3	g2.66	4.0	3.6	8.4
147	102	HK Land HK$5	119	−1	†Q29c	1.2	3.4	24.6
193	95	Imry Property	95	−1	‡2.31	1.4	‡	—
78½	33	Intereuropean 10p	33	−2	2.15	0.8	10.4	19.6
[illegible]	[illegible]	Inv & Pr. Hldgs	[illegible]	.....	—	—	‡	—
28	17	Jermyn Invest	17xd	.....	1.59	0.4	14.4	27.2
96	55	Keith & Hend 5p	82	.....	†0.89	2.7	1.7	25.7
90	43	Land & H'se 50p	47	−2	3.75	1.1	12.3	11.6
101	61	Land Invest	63	−1	d1.8	1.1	4.4	30.5
193	92	Land Secs. 50p	92	−4	4.32	1.4	7.2	15.2
£155	£74	Do. 5½pc Cnv. '85	£74	−2	Q5½%	3.2	F8.0	—
£142	£66	Do. 6½%Conv. '85	£68	−1	Q6½%	3.2	F9.2	—
£139	£78	Do. 10%Conv. '95	£78	−1	Q10%	3.2	F12.8	—
78	23	Law Land 20p	23	−1	2.32	0.8	15.5	(16.0)
320	255	Lend Lease 50c	260	.....	Q25%	◆	2.9	◆
20	11	Ln City West 10p	11	−½	0.05	—	0.7	—
61	34	Lon Prov Shp 10p	35	.....	†0.66	—	2.9	—
62	30	Lon. Shop Prop.	30	.....	2.95	◆	16.2	◆
83	50	Lynton Hdgs. 20p	50	−2	2.06	2.1	6.3	11.5
98	25	MEPC	25	−2½	0.1	—	0.6	—
18	8½	Marler Estates	8½	.....	—	—	—	9.3
23	14	McInerney 10p	15	.....	—	—	—	91.6
79	53	McKay Secs. 20p	60	.....	1.4	1.5	3.6	28.7
17½	10	Midhurst Wh. 10p	11½	.....	†0.41	—	‡	—
35	22	Mountview 5p	22	−½	1.09	6.4	7.6	3.2
168	137	Mucklow (A. & J.)	140	.....	†5.49	2.0	6.0	12.6
*46	38	Nolton	39	.....	†2.0	4.7	7.9	14.4
61	24	Peachey	28½	−3½	†2.19	3.9	11.8	29.1
245	145	Prop. Hldg. & Inv.	145	−5	5.32	0.9	5.6	29.0
47	33	Prp. Inv. & Fin. £1	33	.....	†1.0	—	4.8	33.8
38	26	Prop. Part'ship	27	.....	1.43	1.9	8.2	10.8
200	110	Prop. & Rev. 'A'	110	−2	4.2	1.3	5.9	18.8
66	26	Prop. Sec. Inv 50p	26	−1	1.68	—	10.0	—
6¼	1½	Raglan Prop. 5p	1½	−¼	—	—	—	—
8½	4	Regalian	6	.....	—	—	—	—
52	20	Regional Prop.	23	.....	0.32	—	2.2	—
50	19½	Do. 'A'	22	.....	0.32	—	2.3	—
55	23	Rush & Tomkins	23	.....	2.34	2.5	16.3	3.9
45½	17½	Samuel Props.	17½	−½	—	—	—	—
96	52	Scot. Metrop. 20p	52	−1	1.74	◆	5.2	◆
32	20	Second City 10p	20	−½	1.14	◆	8.7	◆
91½	48½	Slough Ests.	48½	−4	g2.03	1.9	6.4	12.4

TRUSTS—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
100	75	Altifund Inc. 50p	78xd	.....	6.75	1.0	13.3	11.4
154	81	Do. Capital 50p	81xd	.....	0.34	—	—	—
41	30	Ambrose Inv. Inc.	30½	.....	5.25	1.1	16.4	8.3
41	19	Do. Cap.	19	.....	—	—	—	—
40	23	American Trust	23½	+½	†1.0	0.7	6.5	24.9
38	22	Do. "B"	22	−½	—	—	—	—
103	65	Anglo Am. Secs.	65	−2	2.35	1.1	5.6	25.2
38½	25	Anglo-Int. Div.	25	.....	2.6	0.9	16.7	10.0
85	59	Do. Asset Shs.	59	.....	—	—	—	—
42	22	Anglo-Scot. Inv.	22	−1	1.4	1.1	9.8	14.7
32	27	Anglo Welsh 20p	27	.....	1.0	1.1	5.8	23.9
50	46	Do. 12½% Prf 50p	47	.....	6¼%	2.5	13.7	—
55	40	Archimedes Inc.	40	.....	4.29	1.0	16.5	9.0
33	13	Do. Cap. 50p	13	−1	—	—	—	—
157	119	Argo Inv. (SA1)	140	.....	5.80	1.1	4.1	24.4
113	67	Ashdown Inv.	67	−1	†5.65	1.1	7.1	20.3
42	31½	Atlanta Balt. 10p	31½	−1	0.15	0.5	0.7	—
30	12	Do. Warrants	13	.....	—	—	—	—
56	36½	Atlantic Assets	42½	+1	0.4	4.2	1.5	25.0
49½	28½	Atlas Elect.	28½xd	−½	1.3	1.2	7.0	18.2
95	63	Aust. & Int. (50p)	63	.....	2.4	◆	5.9	◆
49	30	Bankers' Inv.	30xd	.....	2.0	1.0	10.3	14.4
41	28	Berry Trust	28	−1	0.62	1.0	3.4	45.2
42	8½	Bishopsgate Prop.	8½	.....	—	—	—	—
140	80	Bishopsgate Tst.	80	.....	†4.4	1.1	8.6	16.9
250	156	Border & Sthn. 50p	156	.....	5.5	◆	5.6	◆
118	69	Do. Conv.	69	−1	—	—	—	—
$12½	$11½	Brazil Fund Cr$1	$12	.....	—	—	—	—
594	85	Brazil Inv. Cr$1	594	.....	—	—	—	—
15	4	Bridgewater 10p	5	.....	0.35	◆	10.8	◆
38	21	Brit. Am. & Gen.	21	.....	†1.25	1.0	9.2	16.3
54½	35	British Assets	35	.....	1.4	1.1	6.2	23.9
97	55	B.E.T. Def'd.	58	.....	4.65	2.1	12.3	6.1
92	60	Brit. Ind. & Gen.	60	.....	2.8	1.1	7.2	19.6
151	93½	Brit. Invest.	95	+1½	†3.5	1.0	5.8	26.8
132	80	Broadstone (20p)	80	.....	†3.65	1.1	7.0	19.7
76½	46	Brunner Inv.	46	.....	2.6	1.0	8.7	17.0
56	40	Brycourt 50p	40	.....	1.67	0.7	6.4	32.8
62	36	C.L.R.P. Inv.	36	.....	1.4	1.0	6.0	17.4
139	77	Cable Trust	77	−½	4.6	1.1	9.2	14.7
184	146	Caledonia Invs.	150	.....	6.86	0.9	7.0	23.9
68	43	Caledonian Tst.	43½	+½	1.4	1.1	5.0	29.2
63½	41	Do. "B"	41xc	.....	—	—	—	—
87	63	Camelia Invs. 10p	86	.....	1.65	2.0	3.0	26.4
95	63	Can. & Foreign	63	.....	2.7	1.1	6.6	21.3
105	68	Capital & Nat.	68	−1	3.5	1.0	7.9	19.0
97	62	Do. "B"	62	.....	—	—	—	—
92	54	Cardinal Dfd.	54	−1	h3.0	1.1	8.5	16.8
116	68	Carliol Inv.	68	−1	2.75	1.1	6.2	21.8
57	35	Cedar Inv.	35	.....	1.9	1.2	8.4	15.7
93	76	Chan'l Is. Inc. £1	78	.....	gQ11.0	1.1	14.1	‡
295	235	Do. Cap.	235	.....	—	—	—	—

TRUSTS—Continued

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
155	102	Sterling Tst.	102	.....	4.1	1.1	6.2	23.4
84	48	Stockholders Inv.	48	.....	1.55	1.2	4.6	27.8
81½	50	Technology	51	.....	1.75	0.9	5.3	31.1
78	48	Do. "B"	49	.....	—	—	—	—
151	96	Telephone & Gen.	98	.....	7.0	1.2	11.0	12.0
107	65	Temple Bar	65	.....	5.0	1.1	11.8	11.5
52	35	Thanet Inv. 50p	38	.....	2.4	2.3	8.1	11.8
21	15	Throg. Growth	15½	.....	1.87	◆	18.6	◆
68	36	Do Cap £1	39	+1	—	—	—	—
53½	33	Throgmorton	33	.....	‡3.62	1.1	16.9	8.4
£86	£53	Do. 8¼% Loan	£53	.....	Q8½%	10.6	F7.1	—
57	40	Tor. Invest. Inc.	40	.....	4.22	◆	16.2	◆
92	61	Tor Invest. Cap.	62	−1	0.42	—	1.0	—
147	100	Trans Oceanic	100	.....	3.65	1.0	5.6	27.5
675	520	Tribune Inv. 50p	520	.....	†10.3	1.4	3.0	39.3
57½	38½	Triplevest Inc. 50p	39½	−½	†3.54	1.0	13.8	11.0
128	60	Do Capital £1	62	.....	—	—	—	—
95	55	Trust Union	55	.....	†2.2	1.2	6.3	20.7
118	73	Trustees Corp.	73	.....	3.4	1.1	7.2	19.4
112	72	Tyneside Inv.	72	.....	2.75	1.1	5.9	24.4
37½	27	Updown Inv.	27	.....	1.35	1.1	7.7	18.8
222	146	Utd. Brit. Secs.	146	−1	6.85	1.0	7.2	21.0
14	10	Utd. Capitals	10	.....	0.9	0.7	13.8	10.0
86	57	US Deb. Corp.	57	.....	2.66	1.1	7.2	18.9
£10¼	870	US Trust Fund $1	£10	.....	Q2c	—	0.1	—
57½	38½	Viking Resources	38½	.....	0.75	1.5	3.0	34.2
49	40	W. Cst. & Texas 10p	40	.....	0.4	0.8	1.5	—
171	110	Winterbottom	112	+2	†3.5	1.1	4.8	29.9
78½	45½	Witan Inv.	45½	.....	1.65	0.9	5.6	29.2
75	43	Do. "B"	43	.....	0.06	—	—	—
142	87	Yeoman Inv.	87	.....	†5.69	1.1	10.1	14.3
23	13	Yorks. & Lancs.	13	.....	1.05	1.0	12.9	13.5
5½	2	Yorkgreen 10p	3	.....	—	—	—	—
55	42	YoungCo'sInv. £1	42	.....	2.9	1.0	10.6	15.0

Finance, Land, etc.

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
77	43	Abercorn Gen. Inv.	74	.....	◆—	—	—	—
238	135	Akroyd Smithers	136	.....	s12.5	3.4	14.1	3.1
8	3	Armour Tst. 10p	4	.....	—	—	—	—
22	18	Authority Inv. 20p	18½	.....	0.07	32.1	0.6	8.6
36	28	Central Line 50p	33	.....	—	—	—	—
23½	4½	Chaddesley	8	.....	—	—	—	—
182	143	Challenge Crp. $1	180	+5	Q12½c	3.0	4.3	8.4
55½	31	Charterhouse Gp.	32	+1	†3.35	1.1	16.1	8.9
100	85	Comfin Aust. $A0.50	90	.....	†Q9¼c	2.3	6.6	6.6
£11	825	Common Mkt. 1p	850	.....	Q28%	1.0	3.5	‡
297	187	Dalgety £1	187	−1	8.96	1.3	7.4	9.1
10	3	Edin. Ind'l. 12½p	3½	−½	—	—	—	—

MINES—Continued

FAR WEST RAND

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's
710	250	Blyvoor 25c	340	.....	Q75c	1.6	16.0
£14	440	Buffels R1	545	.....	Q125c	1.6	16.6
*140	70	Deelkraal R0.20	98ar	+2	—	—	—
760	125	Doornfontein R1	250	.....	Q55c	2.2	15.9
965	330	East Drie R1	525	+5	Q75c	1.7	10.3
280	122	Elandsrand Gld. 20c	155	+5	—	—	—
190	44	Elsburg R1	78	+4	‡Q33.8c	1.8	‡
£16½	520	Hartebeest R1	850	+25	Q190c	1.3	16.2
695	260	Kloof Gold R1	340	+5	Q47c	1.5	10.0
760	140	Libanon R1	295	+5	Q80c	2.0	19.6
740	230	Southvaal 50c	330	+10	Q8c	1.3	1.8
245	92	Stilfontein 50c	135	+5	‡Q36c	2.2	‡
£20¼	700	Vaal Reefs 50c	887	+12	‡Q175c	2.1	‡
420	48	Venterspost R1	170	+5	Q25c	3.6	10.6
£35	£11¼	W. Drie R1	£15¾	.....	Q335c	1.5	0.2
315	68	Western Areas R1	118	+2	‡Q52c	1.4	‡
£15¼	480	Western Deep R2	638	+10	‡Q140c	1.6	‡
290	100	Zandpan R1	148	+12	Q31¼c	1.0	15.3

O.F.S.

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's
170	60	Free State Dev. 50c	70	.....	Q9c	0.6	9.3
£22½	715	F.S. Geduld 50c	937	−13	Q200c	◆	15.5
200	50	F.S. Saaiplaas R1	106	+6	6c	2.6	4.1
465	170	Harmony 50c	205	+5	‡Q65c	1.9	‡
195	38	Loraine R1	78	+1	Q6c	0.5	5.6
£18½	675	Pres. Brand 50c	775	.....	Q170c	◆	15.9
£13	395	Pres. Steyn 50c	480	+10	Q45c	◆	6.8
£23¼	750	St. Helena R1	975	.....	Q170c	◆	12.6
174	70	Unisel	115	+3	—	—	—
330	125	Welkom 50c	145	.....	Q15c	◆	7.5
£25½	950	W. Holdings 50c	£12⅜	.....	Q310c	◆	18.1

FINANCE

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's
535	315	Ang. Am. Coal 50c	410xd	−2	MQ38c	2.8	6.7
375	185	Ang. Amer. 10c	220xd	.....	Q33c	1.9	10.8
£28¼	£10½	Ang. Am. Gold R1	£13⅞	+1¼	‡Q280c	1.3	‡
£13¼	809	Ang.-Vaal 50c	825	+25	Q105c	◆	9.5
199	101	Charter Cons.	101	−1	6.76	2.4	10.3
220	113	Cons. Gold Fields	117xd	.....	7.37	◆	9.7
23½	13	East Rand Con. 10p	13½	−½	1.0	2.2	11.4
330	150	Geduld Inv. R1	240	.....	Q40c	1.5	12.1
£25	£12¾	Gen. Mining R2	£14	−½	Q210c	2.1	10.9
£20⅝	675	Gold Fields S.A. 25c	937	+12	Q155c	1.2	12.0
£24	£11½	Jo'burg Cons. R2	£14	+¼	Q170c	2.2	8.8
380	195	Middle Wits 25c	200	−5	Q35c	1.2	12.7

MISCELLANEOUS

1976 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's
35½	15½	Charterhall 5p	28	+½	—	—	—
990	550	Cons. Murch. 10c	560	+10	†Q80c	1.8	10.3
350	245	Northgate C$1	315	+25	—	—	—
239	132	R.T.Z.	133	−1	g5.96	2.1	7.1
112	67	Sabina Inds. C$1	82	.....	—	—	—
£15⅞	£10	Tara Explrn. $1	£13	.....	—	—	—
45	32½	Tehidy Minerals 10p	38	.....	†h1.08	◆	4.4
145	84	Yukon Cons. C$1	123	+5	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures; they are adjusted to ACT of 35 per cent. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields, assuming maintenance of net dividends on current rate of ACT, are based on middle prices, are gross and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- ▲ Sterling denominated securities which include investment dollar premium.
- ● "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents.
- ◆ Figures or report awaited.
- †† Unlisted security.
- ¢ Price at time of suspension.
- § Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- ** Free of Stamp Duty.
- ◆ Merger bid or reorganisation in progress.
- ◆ Not comparable.
- ◆ Same interim: reduced final and/or reduced earnings indicated.
- ¶ Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ★ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♥ Excluding a final dividend declaration.
- ♣ Regional price.
- ‖ No par value.

a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. r Australian currency. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend. P/E ratio based on latest annual earnings. u Forecast dividend, cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Issue price. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1976-77. K Figures based on prospectus or other official estimates for 1976-77. M Figures based on prospectus or other official estimates for 1976. N Dividend and yield based on prospectus or other official estimates for 1976. Q Gross. T Figures assumed. U No significant Corporation Tax payable. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xcd ex capital distribution.

"Recent Issues" and "Rights" Page 26

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £325 per annum for each security

FINANCIAL TIMES
Thursday October 28 1976

Shipyards 'may need aid against Japan'

BY JOHN WYLES, SHIPPING CORRESPONDENT

A WARNING that Britain could be forced to protect its shipbuilding industry unless Japan is persuaded to cut its share of the depressed world market was given yesterday by Mr. J. Graham Day, chief executive designate of British Shipbuilders. He will play a leading role in running the industry after its nationalisation.

In a speech which also outlined how British Shipbuilders will try to cope with the "pretty grim" prospects facing the industry, Mr. Day urged West European Governments to act together to contain the Japanese share of world shipbuilding at "something less than 50 per cent."

His remarks were clearly directed at the Organisation for Economic Co-operation and Development talks on shipbuilding policy which started in Paris yesterday. During the two-day meeting, an EEC declaration will urge the Japanese to recast their shipbuilding policy, which is designed to maintain Japan's 50 per cent. market share coupled with a reduction in output because of the predicted fall in world demand to about 37 per cent. of 1974 levels.

Mr. Day told shipping industry public relations officers that Japan had the greatest obligation to reduce its capacity because since the 1950s it had expanded its shipyards at a faster rate than the growth in world demand.

"Japan should be penalised to a greater extent because it has irresponsibly fuelled shipbuilding capacity to a greater extent," he said.

This closely reflects Whitehall thinking on the problem, although Ministers are not yet prepared to go as far as Mr. Day in contemplating his protectionist alternative to failure in the diplomatic talks with Japan.

Secret plan

Turning to British shipbuilding's prospects during the world recession, Mr. Day referred to the latest order figures, reported in the Financial Times yesterday, which reveal that new orders are about two-thirds lower than the volume needed to maintain existing capacity. Whether or not an agreement is reached with Japan, "we will be desperately pushed to maintain the 1.25m. gross tons which has been our regular annual output in recent years."

Denying that the British Shipbuilders organising committee, which is preparing for the vesting of the new public corporation, had any secret plan for closing certain yards, Mr. Day pointed out that until the Government's Bill received Royal Assent he and his colleagues did not have access to the detailed company information needed to assess a yard's future.

But in an important passage which outlined the criteria British Shipbuilders will be using in trying to meet its obligation to make a return on capital, Mr. Day said yards would fall into three categories.

One group would be the consistently profitable, although some may now be in difficulties. These should have first call "on the limited support British Shipbuilders can give" so that the corporation could meet its target returns on capital.

In the second group would be yards with "spotty records." If it was concluded that these yards could be put right, British Shipbuilders had a responsibility to the people who worked in them to try to secure their future.

The future of yards which had not made a profit over a five-year period would have to be discussed with the Government and would be determined by Government policy. If the ruling was that the yards should be kept going "we see our role as acting as administrators for the Government."

Secret poll gives boost to Spain's centre parties

BY ROGER MATTHEWS MADRID, Oct. 27.

A SECRET opinion poll, ordered by the Spanish Government and recently completed, shows that the Christian Democrats, Socialists, and Social Democrats would take nearly 57 per cent. of the votes in a general election.

According to the poll the Conservative and ultra-Right-wing groups would account for only about 14 per cent., with the Communists at about 5 per cent., and a critical 24 per cent. of the electorate undecided.

The increasingly buoyant Cabinet now believes that its programme of constitutional reform, due shortly to be debated by General Franco's parliamentary body, the Cortes, will get through largely unscathed. This will enable a referendum to be called soon afterwards and general elections to be held before the scheduled date of June next year.

Much will depend on how the different political parties finally line up, but the latest Government poll indicates that 22 per cent. of the electorate wants to support a Christian Democrat party, 18 per cent. the Socialists and 17 per cent. the Social Democrats.

The poll provides a particularly unhappy result for the most Right-wing parties, especially the newly formed Popular Alliance headed by six former Franco Ministers which, at best, seems able to count on between 8 and 10 per cent. out of the 14 per cent. going to the old-established Right.

This is a factor which will be borne in mind by the Cabinet and King Juan Carlos when the Cortes comes to vote on the constitutional reform proposals next month. The Popular Alliance has strong voting power in the Cortes and will be proposing amendments to the Government's draft law.

However, Adolfo Suarez, the Prime Minister, has let it be known privately that the Government is prepared to dissolve the Cortes and go directly to a referendum if the necessary two-thirds majority for its proposals is not forthcoming.

Sen. Suarez has apparently decided that he will remain as Prime Minister until the elections and will not resign beforehand to head any political party.

The Government apparently intends to carry out these polls on a regular basis in an attempt to keep abreast of public opinion during the next few especially difficult months.

It is also understood that the Prime Minister feels able to use the results of the polls to put pressure on political parties to register as legal associations and forming larger coalitions.

Undeclared

Although the Communist vote—at about 5 per cent.—is thought to be very low it is likely that some of its supporters are unwilling at this stage to declare their intentions and count among the undeclared 24 per cent. The Government has stated that the Communists will not be recognised as a party.

One conclusion that might be drawn from the present state of public opinion is that a future Spanish Government would most likely be composed of a form of coalition between the more centrist and Left-wing Christian Democrats, the mainstream Socialist party (PSOE)—especially if it can amalgamate with the other two socialist factions—and the apparently well supported yet relatively little known groups of social democrats.

THE LEX COLUMN

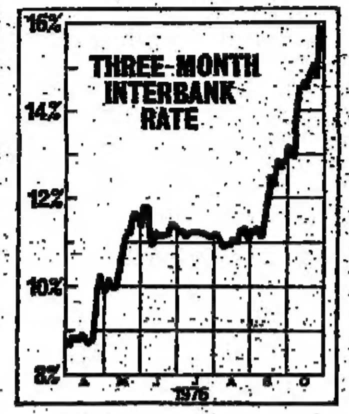
Why Courtaulds is cutting back

If the money markets are any guide, the Government's credit squeeze is really beginning to bite. Yesterday saw short-term money rates rise by around half a point, with three month CDs yielding around 16 per cent. and inter-bank money roughly the same. Not that much business was being done at these rates.

Anxiety in the money markets about higher interest rates fed through gilts, and short-dated stocks closed with falls of up to a full point. With the yield on the short tap up to 15.4 per cent. and the long tap returning 16.43 per cent., the flattening of the yield curve does not augur well for the Government's gilts sales programme. The latest jump in MLR has been of little help to the Government broker and though the Treasury bill buying discount rate is signalling another half point rise, it is questionable whether the Government will take the plunge.

What appears to be happening is that the differential between Treasury bill rates and money market rates is returning to more normal levels. Recently it had virtually disappeared, so the recent upward move in money rates can be seen partly as a restoration of traditional differentials.

Index fell 8.0 to 265.3



Courtaulds

The closures at Courtaulds have to be seen in the context of a group which is unlikely to have made much more than £20m. pre-tax in the six months to September on total capital employed of well over £900m., and which in real terms has been making sizeable losses. The cutbacks are not related to current trading experience, which may not have changed much since July's annual meeting. However, question marks are appearing over the strength of the recovery in the synthetic fibre industry around the world.

In the past month, groups like Hoechst, Du Pont, Enka Glanzstoff and Rhone Poulenc have been reporting a return to short-time working or redundancies across Europe. The weakness extends to Japan and the U.S., where polyester filament prices have fallen by 30 per cent. over the last nine months, and deliveries of non-cellulosic fibres generally have been running below the levels of last spring.

Courtaulds is not particularly exposed in some of the weakest areas, like polyester and nylon. But it has decided that it can *no longer* afford to nurse along what it sees as consistent loss-makers or outmoded processes in the hope of being bailed out by a boom. Nearly 4,000 people are being laid off: in 1975-76, the U.K. workforce was reduced by 10,000, including 3,000 redundancies, and reorganisation and closure costs amounted to £9.7m. pre-tax.

The group is still investing heavily in fixed assets, and working capital has risen by another £40m. this year. So unless cash flow picks up over the rest of the year, its big net cash balances may just about have disappeared by next March. The interim statement due in mid-November should throw more light on this.

Spillers

Spillers' first half results are disappointing with a drop of £3m. to £2.67m. pre-tax despite a £0.6m. boost from last year's rights issue proceeds. There have been special problems at Spillers-French which rising grain costs (care of sterling) have aggravated; and this year an acceleration in this company's rationalisation programme will produce below-the-line provisions of over £2m. An improving profits performance is expected in the current six months helped by the absence of £1.1m. of losses in Zambia. But the overall decline may well run to an eighth pre-tax and that prospect lopped a tenth off the shares yesterday where at 23p they are at almost exactly half their 1976 peak.

To judge by the charge
minorities the Spillers-Fr
operations could be down b
much as £4m. pre-tax for
half-year. Milling and f
(which were both swelled
stock profits last year) l
coped less adequately with s
ing raw material costs this
and the latter has had prob
with the mix of its forward
chases. But the pricing b
ground is now much better,
that goes for baking t
Spillers reckons not to have l
market share when AB Fo
cut its prices temporarily
October, but bread losses
year will be only margi
down on last year's £2m.
rest of the business (r
groceries, pet foods) is al
with volume growth in pet f
extending to around 2 per c

Any devaluation of the
pound and the resulting h
prices will presumably ad
Spillers' problems of slu
demand; and at the mo
grain costs have pushe
stocks by a fifth against
1975-76 levels. So the com
is keeping its dividend op
wide open. After except
items, attributable profits
year may not emerge m
above £4m., whereas the
of dividends, including Pre
ence, in 1975-76 was £3½m.
interim payment is being
and the historic yield of 17
cent. is covered around 1½ tin

BPB Industries

BPB Industries' profits ar
56 per cent. ahead at th
interim stage and the group i
forecasting profits for the yea
of £25m., implying that second
half profits will be roughly
quarter below those of the firs
half.

With U.K. housing comple
tions expected to fall fro
315,000 to 290,000 in 1977, an
the possibility of further publ
spending cuts, the compan
clearly taking no chances.
French subsidiary chipped
an extra £2.2m. in the firs
months but this sort of gr
is unlikely to be repe
Canada did slightly better,
price controls continue to
its earnings growth. Meanw
the Dutch operation is
losing money and is unlikel
start making a contribu
until next year.

So the onus is on the
side to provide the growt
1977/78 which helps ex
why the group is on a p/
close to 3 and a prosp
yield of 11.8 per cent. at

Travel agents back down on fixed commission

BY ELINOR GOODMAN, CONSUMER AFFAIRS CORRESPONDENT

THE ASSOCIATION of British Travel Agents has dropped its recommendation to members to charge a standard 10 per cent. rate of commission on holidays they sell. It has withdrawn advice to agents on minimum charges which should be asked for such services as hotel bookings and sale of travellers' cheques and currency.

This was disclosed yesterday in the first batch of 102 inter-company agreements in the service industries to be put on the register of restrictive trading agreements by the Office of Fair Trading. Registration of these agreements is part of the process, begun last year, of extending the restrictive practices legislation outside the field of goods and into the service area.

The new legislation is expected to result in the breaking up of a number of well established restrictive practices—most notably standard rates of commission. It is likely that only a small proportion of those agreements registered yesterday will be allowed to continue indefinitely in their present form.

The agreements registered yesterday covered such diverse areas as the commission system operated by mortgage brokers, terms of business in the tea commodity market, recommended entry prices to football grounds and funeral charges.

Details of more than 500 arrangements have been received, although about a third of them are considered to be outside the terms of the Act.

The director-general of fair trading has a duty to refer all registered agreements to the Restrictive Practices Court for a ruling on whether or not they are in the public interest. The only exception he may make is if he considers the arrangements are not significant enough to warrant reference to the court.

Straightforward

Once the case gets to the court, the onus is on the parties to prove that the restrictions are in the public interest. The experience of manufacturing companies indicates that few companies will be prepared to take their case to the court. Only 10 per cent. of the 3,000 agreements registered in relation to the supply of goods are still legally operating. Only 11 of the 37 which ended up in court were considered in the public interest.

The agreements registered yesterday generally were the more straightforward of the 300 agreements considered to be registerable.

The Association of British Travel Agents said yesterday that its recommendation on the level of commission which agents should charge tour operators had been overtaken by events because a number of companies are paying more than 10 per cent. The recommendation circulated in May of last year theoretically was still in operation in March and therefore had to be registered. The association was advised it would not survive the public interest test and so formally ended its agreement.

The association is considering what to do about a number of other more fundamental agreements it has registered with the office. The feeling is that some—such as the limitation on price cutting—may have to be revised.

Of the agreements registered yesterday, 65 concerned recommended charges and commission rates. These included agreements from the Institute of Public Loss Assessors, pools operators, the Radio, Electrical and Television Repair Association and some local estate agents' associations. Another 25, including ones from the Direct Mail Producers' Associations and the Manufacturers' Agents' Association of Great Britain, related to standard terms or conditions of business—limiting liability, for example.

Estate agents submitted the largest number of registerable agreements—30 in all—followed by 25 from the transport sector and ten from sports area. Another six came from the financial sector.

Giro chief resigns two years early

BY ROY HODSON

THE MAN largely responsible for making the National Giro profitable, Mr. Alfred Singer, has resigned as managing director two years before the end of his term.

He is also leaving the Post Office Corporation Board, but contrary to speculation, is not severing all his links with the corporation. He has accepted the chairmanship of the nearly-£900m. Post Office Staff Superannuation Fund as from the end of this year.

Mr. Eric Varley, the Industry Secretary, announced Mr. Singer's departure from Giro "with regret" last night in a short statement.

Mr. Singer last night said: "I hope that the announcement from the Secretary of State and the Post Office will end speculation concerning my position. After three years' Board membership and putting Giro on a firm commercial foundation with the help of a magnificent team of Post Office people I felt the time had come for wider and additional responsibility.

"The appointment to the chairmanship of the pension fund means ultimate responsibility for the pensions of 500,000 people and is incompatible with membership of the Board."

Mr. Singer, who is 51, will leave Giro at the end of the year after three years in office. He was recruited to run the service with a brief to bring it into profitability after a successful private sector career in management.

He showed great flair in developing Giro after its unhappy start, but has been critical of the management style of the Post Office.

Changes in the structure of the Post Office are being considered by the Department of Industry. Whitehall sources also confirmed last night that the Treasury was studying the recent Labour Party National Executive proposals for a merger of Giro and National Savings Bank.

This idea was floated anew by the national executive as "a proposal worth studying" in the recent party policy document on banking and finance.

The desirability of having a single State body for money transmission was spelled out three years ago in the report of a Government committee led by Sir Harry Page, former Manchester city treasurer.

The committee thought that a merger of the Giro and the NSB could help cut the duplication of standing orders and, in the long-term, might solve the problems of both organisations.

However, it saw considerable difficulties in a quick merger, because of the separate development of the Giro computer headquarters at Bootle, Merseyside, and the NSB headquarters at Glasgow.

The work now being done by the Treasury has so far been conducted without publicity because of departmental sensibilities. The Treasury is the sponsoring department for National Savings movement in conjunction with the Department of Industry, but the Industry Department is wholly responsible for Giro through the Post Office.

Trust Houses pays £26m. loan six months ahead

BY TERRY WILKINSON, CITY STAFF

TRUST HOUSES FORTE, the hotels and catering group, has arranged to repay a Sw.Frs.100m. loan, now worth more than £26m., some six months ahead of schedule. The cash is unmatched by overseas assets, and is therefore vulnerable to falls in sterling.

The loan will be repaid on November 14 instead of May next year. It was taken out in May, 1972, at an interest rate of 6 per cent. to finance the construction of the company's Post House chain of hotels in the U.K.

At the time the equivalent sterling value of the loan was £11.24m., but the decline in the pound from Sw.Frs.8.30 to Sw.Frs.3.84 over this period has pushed the loan liability up.

Since the last balance-sheet published by Trust Houses Forte for the year to October 31, 1975, sterling has fallen 30 per cent. against the Swiss Franc. This would call for provisions of a further £8m. to be made by the group this year in addition to the £7.5m. already made in the past two years.

It was announced yesterday that Trust Houses Forte will buy the U.S. Knott Hotels Corporation for $6m. (£3.8m.) in cash. The purchase will bring the company's U.S. turnover to more than $100m.

Continued from Page 1

Callaghan

against the Government's economic policies which he sees as the only solution to the country's problems.

He stressed there was no prospect of the Government's increasing public expenditure and he once more asked the executive committee to consider how the country could finance the difference between what it earned and what it spent.

The lobbying of Parliament, aimed to coincide with the Queen's Speech, is being organised by ten trade unions with a total membership of 2,750,000 and is intended to put pressure on the Government to reverse policies.

Following the vote, the national executive committee will urge constituency Labour parties to support the lobbying.

Continued from Page 1

Skelmersdale: A harder life

create "a modern Jarrow" in Lancashire.

It would be difficult to find a starker contrast since this new town with its modern industrial estates and neat rows of corporation-owned housing bears all the outward marks of prosperity.

Located 18 miles north-east of Liverpool, between Wigan and Ormskirk, Skelmersdale was intended as a growth point for the North-West. Population is now growing slowly. But the 40,000 townspeople must increasingly look outside for employment.

In March the number of jobless had climbed to 2,700 and continued to mount steadily until a record 3,039 was reached in August.

Over the past two months, the local economy has begun to expand, vacancies have increased and the total jobless dropped to 2,492 this month.

Mr. Peter Barton, assistant manager of the Skelmersdale Job Centre, pointed out last night that the effect of the Courtaulds closure would be to put the town back to its position in August.

About 500 of the anticipated Courtaulds redundancies will be in Skelmersdale. While there would be no chance of absorbing such a total quickly, Mr. Barton maintained that local companies were expanding and new opportunities arising.

He said most workers made redundant by Thorn had already found alternative employment.

About 12 new companies have moved to the town and 15 have transferred to larger premises this year. However, one factor which has contributed to the improvement in the job figures over recent weeks has been the number of female workers taken on temporarily by Studio Cards to deal with the peak Christmas demand.

The major weakness of the Skelmersdale economy is its dependence on a handful of companies each employing more than 400 workers, particularly Dunlop (700), Hartwood Hosiery (another Courtaulds subsidiary) (600), Richardson Merrell, the pharmaceuticals company (450), DOC (400) and Dewrance, an engineering company (600).

The vast bulk of the companies in the town employ less than 50 and are spread over a wide range of industries.

Discussions have already been started with the Department of Employment to seek alternative job opportunities and Mr. Bradbury said he would be pressing Government ministers for help.

Measures such as job creation schemes are considered as inadequate to the scale of the problem confronting Skelmersdale.

Singapore warrants name three Slater colleagues

BY MARGARET REID

EXTRADITION warrants issued at Bow Street Court this week for the arrest of financiers Mr. Jim Slater and Mr. Richard Tarling include the names of their three former colleagues whose extradition the Singapore Government is also seeking.

Mr. Slater, one-time chairman of Slater Walker Securities, and Mr. Tarling, former chairman of the Singapore-based Haw Par Brothers International, in which Slater Walker once had a large stake, were arrested and remanded on £45,000 bail on Tuesday.

The other three, Mr. Donald Ogilvy Watson, Mr. Ian Tamblyn and Mr. Patrick Goodbody are, however, all thought to be abroad and outside Scotland Yard's jurisdiction. If they return to the U.K. they may be arrested and brought before the Bow Street Court for extradition proceedings.

The Singapore Government has made it clear that if any of the five whose extradition it seeks is not in the U.K. it will inform Interpol that it is looking for them. The Singapore Government could of course apply for extradition warrants in any other country with which it has an extradition treaty.

Mr. Slater faces six charges alleging conspiracy, furnishing false statements and breach of trust over the disposal of shares in Haw Par Brothers (Hong Kong).

All these charges concern Spydar Securities the private Hong Kong share-dealing company. It is alleged the five whose extradition is sought and one other person made profits of about £1m. from Spydar.

Mr. Tarling faces six similar charges connected with Spydar and 13 concerning the management of Haw Par. Mr. Ogilvy Watson and Mr. Tamblyn, managing director and deputy managing director of Haw Par until 1975, each face 19 charges similar to those against Mr. Tarling. There are five charges against Mr. Goodbody, a former Haw Par director, four connected with Spydar and one other.

هكذا من الأصل

Weather

U.K. TO-DAY

CLOUDY with bright intervals.

London, S.E., E. England
E. Anglia

Cloudy, rain at times. Wind light. Max. 11C (52F).

Cent. S., W. Midlands, N. Wales,
I. of Man
E. Midlands, N.W., Cent. N.
England, Lakes

Mostly dry, some bright intervals. Wind light. Max. 12C (54F).

Channel Is., S.W. England,
S. Wales

Bright or sunny intervals, scattered showers. Wind light. Max. 12C (54F).

N.E. England, Borders, Edinburgh, Dundee, Aberdeen
Cent. Highlands, Moray Firth,
N.E. Scotland, Orkney, Shetland

Cloudy, rain at times. Wind light or moderate. Max. 11C

W. Scotland, Glasgow, Argyll,
N. Ireland

Mostly dry. Wind light. Max. 11C (52F).

Lighting-up: London 17.11, Manchester 17.15, Glasgow 17.16, Belfast 17.27.

BUSINESS CENTRES

		Y'day Mid-day °C	°F			Y'day Mid-day °C	°F
Alexandria	C	27	81	Madrid	C	11	52
Amsterdm.	C	7	45	Manchstr.	F	13	55
Athens	R	15	59	Melbourne	C	15	59
Barcelona	F	15	59	Milan	R	12	54
Belfast	C	13	54	Montreal	C	3	38
Belgrade	F	13	55	Moscow	C	1	34
Berlin	C	3	37	Munich	C	6	43
Birmghm.	C	11	52	Newcastle	D	11	52
Bristol	R	10	50	New York	S	3	37
Brussels	C	13	54	Oslo	C	3	37
Budapest	S	10	50	Paris	C	12	54
B. Aires	C	19	67	Perth	F	27	81
Cairo	S	25	78	Prague	F	8	46
Cardiff	C	10	50	Reykjavik	F	4	39
Cologne	Fg	6	43	Rio de J'o	R	25	77
Copnhagn.	C	7	45	Rome	C	19	66
Dublin	R	10	50	Stockholm	R	5	41
Edinburgh	R	10	50	Strasbourg	C	8	46
Frankfurt	C	6	43	Sydney	F	21	70
Geneva	F	13	55	Tehran	S	21	70
Glasgow	F	11	52	Tel Aviv	C	24	75
Helsinki	C	−1	30	Tokyo	C	19	66
Hong Kong	C	24	75	Toronto	C	−1	30
Jo'burg.	C	22	72	Vienna	C	3	38
Lisbon	F	18	65	Warsaw	F	7	45
London	F	13	55	Zurich	C	9	48

HOLIDAY RESORTS

Ajaccio	F	13	55	Jersey	S	14	57
Algiers	R	15	59	Las Plms.	F	24	75
Blackpool	C	13	55	Locarno	R	12	54
Bordeaux	F	13	55	Majorca	F	18	64
Boulogne	C	12	54	Malaga	F	17	63
Casablanca	C	17	63	Malta	S	20	68
Cape Town	C	21	70	Nairobi	S	24	75
Corfu	F	19	66	Naples	D	13	55
Dubrovnik	F	18	64	Nice	F	18	64
Faro	S	17	63	Oporto	R	12	54
Funchal	F	23	63	Rhodes	C	18	64
Gibraltar	F	18	64	Salzburg	S	17	63
Guernsey	S	13	54	Tangier	C	18	64
Innsbruck	F	15	59	Tenerife	R	16	61
Inverness	C	6	43	Tunis	F	21	70
Isle of M	C	12	54	Valencia	C	16	61
Istanbul	C	16	61	Venice	R	13	55

C—Cloudy. D—Drizzle. F—Fair. Fg—Fog.
R—Rain. S—Sunny.

Registered at the Post Office. Printed by St. Clement's Press for
by the Financial Times Ltd., Bracken House, Cannon Street, London